Saskatchewan
Tourism and
Small Business

BIBLIOGRAPHY OF KIND OF BUSINESS PUBLICATIONS

May, 1985

Saskatchewan
Tourism and
Small Business

BIBLIOGRAPHY OF KIND OF BUSINESS PUBLICATIONS

May, 1985

MESSAGE FROM THE MINISTER

We know small business persons and prospective entrepreneurs are busy. They have only a limited amount of time to read. So, when they read, they want material that is specific to their own line of business.

There are a number of books on topics common to a wide range of businesses - accounting, marketing, personnel management. These books lack that "type of business" specific information which the small business person needs.

Luckily, a number of publications on starting and running particular kinds of business have been published. We have developed an inventory of this material. The result is this bibliography.

We believe this publication will be of particular interest to business advisers such as lawyers, accountants, and consultants, as well as to bankers and credit union managers. Librarians may also find it a useful guide for planning their small business purchasing programs and as a business reference document.

This bibliography is another example of our efforts to foster and support small business development in Saskatchewan.

Jack Klein
Minister
Tourism and Small Business

CONTENTS

I. Book Listing 1

Accommodation 2
Agriculture 8
Beverage Services 9
Business Services 10
Construction 24
Educational Services 27
Finance 28
Food Services 29
Forestry 36
Health Services 37
Household Services 38
International Trade 39
Manufacturing 40
Membership Organizations 47
Other Services 48
Personal Services 56
Real Estate 58
Recreation/Amusement Services 62
Retail 65
Services 88
Social Services 90
Storage 91
Transportation 92
Wholesale 93

II. Publishers' Names and Addresses 94

III. Index 112

USER'S GUIDE

This publication lists over 550 books on how to start and run specific kinds of business.

To develop it, we surveyed the latest editions of "Canadian Books in Print" and "Books in Print", which provide comprehensive listings of all books available from Canadian and American publishers. In addition, we reviewed the publications lists of the Retail Council of Canada, the Federal Business Development Bank, the American Entrepreneurs Association, the Bank of America, and the U. S. Small Business Administration. We also included items available from the Government of Canada and provincial governments.

The bibliography is divided into three parts. Section 1 provides a listing of books. The "kind of business" handled in each book was classified using a modified approach to Canada's Standard Industrial Classification (SIC) code. The books were then listed alphabetically according to the coding system. As a result, books are listed according to major "kinds of business" such as accommodation, agriculture, beverage services, business services, manufacturing, retail, and so on. This arrangement permits users who are interested in a general business area (e.g. retailing) to easily identify books on related kinds of business (e.g. retail gift shops). In a few instances, one book falls under two or more "kinds of business"; in such instances, we listed the document separately under each line of business.

For each book in Section 1, we provided details such as author's name, title, publisher, date of publication, number of pages, ISBN number, and price, where such information was available.

In many instances, we found that American publishers had Canadian distributors. In such situations, we substituted the name of the Canadian distributors.

For the most part, we included only those books published after 1975, on the assumption that previous publications would now be out-of-date and therefore less useful.

The number of pages is given when available to provide users with an indication of the depth of the publication.

ISBN stands for International Standard Book Number. The ISBN is a unique number assigned to each book as an identifier. In trying to obtain a book, the ISBN is particularly useful.

Price information is included to provide users with a general idea of the cost of buying the publication. Price information should be used with caution, not only because publishers change their prices, but also because in many instances we had only American prices for books distributed by Canadian distributors.

We felt American prices would be useful as general indicators of cost, so we provided them.

Section 2 of this bibliography provides an alphabetical listing of publishers, along with their addresses, postal or zip codes, and telephone numbers. As indicated above, Canadian firms which distribute books in Canada on behalf of American publishers were substituted for American publishers where available.

Section 3 provides an alphabetical index of "kinds of business" covered in the bibliography; a page reference for each of the books is provided. In section 1, a "health food store" would be listed under the major heading "retail", the sub-heading "food", and the sub-sub-heading "health". Section 3 lists the same document as "health food store". Whether you try to locate a document through section 3 or section 1 depends on your situation. If you are committed to a particular "kind of business", use section 3. If you looking for "something in the retail area", try section 1.

In locating books listed in the bibliography, you may try several approaches. Most of the publications produced by the American Entrepreneurs Association are available for review on the premises at the Department of Tourism and Small Business Resource Centres at these addresses:

Regina
2103 11th Avenue
Phone 565-2207
(after 19/5/85 call 787-2207)

Saskatoon
311 21st Street East
Phone 664-5750

Estevan
1322 3rd Street
Phone 634-6474

Swift Current
350 Cheadle Street W.
Phone 773-7283

Prince Albert
800 Central Avenue
Phone 922-2275

North Battleford
1281 100th Street
Phone 445-4424

Yorkton
7 1st Avenue N.
Phone 783-9747

Moose Jaw
217 110 Ominica St. W.
Phone 692-1876

The Business Library has or will acquire a number of the other publications listed here. For more information, contact:

Business Library
Department of Tourism and Small Business
Bank of Montreal Building
2103 - 11th Avenue
Regina, Saskatchewan
S4P 3V7

Tel.: (306) 566-9552
(after May 19, 1985, call 787-9552)

You may wish to try your local library. If it does not have the item you are looking for, remember inter-library loans.

Finally, you may wish to buy a book. Some bookstores will make special orders on your behalf. Bookstores are in the business of acquiring materials from publishers and know how to do it. You can also order yourself directly. It is a good idea to write publishers or distributors first for ordering information, since ordering policies vary from company to company. In some cases, you may have to prepay, while in others, you will receive an invoice with the books. Remember to list ISBN number when ordering.

BOOK LISTING

ACCOMMODATION

ACCOMMODATION

Title: PLANNING SEASONAL TOURIST ACCOMMODATION: FOUR DESIGN ALTERNATIVES. VOL. 1 AND 2
Publisher: CANADIAN GOVERNMENT OFFICE OF TOURISM
Year of publication: 1979
Number of pages: 65
ISBN No.: 0-660-10067-3
Price: $8.00

Title: TOURISM IS YOUR BUSINESS: A FINANCIAL MANAGEMENT PROGRAM FOR CANADA'S LODGING INDUSTRY
Publisher: CANADIAN GOVERNMENT OFFICE OF TOURISM
Year of publication: 1983
Number of pages: 306
ISBN No.: 0-8896-111-1/2

Author: BORSENIK/Frank D.
Title: MAINTENANCE AND ENGINEERING FOR LODGING AND FOODSERVICE FACILITIES
Publisher: EDUCATIONAL INSTITUTE/AMERICAN HOTEL AND MOTEL ASSOCIATION
Year of publication: 1977
Number of pages: 279
ISBN No.: 0-86612-004-1
Price: $25.95US

Author: DIX/Colin
Title: ACCOMMODATION OPERATIONS
Publisher: PENDRAGON HOUSE LTD.
Year of publication: 1979
Number of pages: 176
ISBN No.: 0-7121-0174-8
Price: $17.50US

ACCOMMODATION - CAMPGROUND

Title: PLANNING CANADIAN CAMPGROUNDS: A PERSPECTIVE OF CANADA'S PRIVATE CAMPGROUND INDUSTRY
Publisher: CANADIAN GOVERNMENT OFFICE OF TOURISM
Year of publication: 1980
Number of pages: 118
Price: $6.00

ACCOMMODATION - HOTEL/MOTEL

Title: FINANCING AND DEVELOPMENT OF COMMERCIAL AND RESORT HOTELS - 1982
Publisher: PRACTISING LAW INSTITUTE
Year of publication: 1981
Number of pages: 431
ISBN No.: 0-686-80243-8/N4-4380
Price: $35.00US

Title: THE INN BUSINESS
Publisher: CANADIAN GOVERNMENT OFFICE OF TOURISM
Year of publication: 1976
Number of pages: 114

Author: AMERICAN HOTEL AND MOTEL ASSOCIATION
Title: UNIFORM SYSTEM OF ACCOUNTS AND EXPENSE DICTIONARY FOR SMALL HOTELS AND MOTELS
Publisher: EDUCATIONAL INSTITUTE/AMERICAN HOTEL AND MOTEL ASSOCIATION
Year of publication: 1981
Number of pages: 157
ISBN No.: 0-86612-001-7
Price: $15.00US

Author: BERBEROGLU/H.
Title: RESTAURANTEURS' AND HOTELIERS' PURCHASING BOOK
Publisher: KENDALL-HUNT PUBLISHING CO.
Year of publication: 1981
Number of pages: 240
ISBN No.: 0-8403-2348-4
Price: $16.95US

Author: BERKMAN/Frank W. ET AL
Title: CONVENTION MANAGEMENT AND SERVICE
Publisher: EDUCATIONAL INSTITUTE/AMERICAN HOTEL AND MOTEL ASSOCIATION
Year of publication: 1979
Number of pages: 230
ISBN No.: 0-86612-022-5
Price: $19.95US

Author: BOARDMAN/R.D.
Title: HOTEL AND CATERING COSTING AND BUDGETS
Publisher: MCLEOD PUBLISHING
Year of publication: 1978
ISBN No.: 0-434-90158-X
Price: $11.50US

Author: BOELLA/M.J.
Title: PERSONNEL MANAGEMENT IN THE HOTEL AND CATERING INDUSTRY
Publisher: BROOKFIELD PUBLISHING CO.
Year of publication: 1983
Number of pages: 268
ISBN No.: 0-09-150101-6
Price: $17.00US

Author: BRYMER/Robert A.
Title: INTRODUCTION TO HOTEL AND RESTAURANT MANAGEMENT - A BOOK OF READINGS
Publisher: KENDALL-HUNT PUBLISHING CO.
Year of publication: 1984
ISBN No.: 0-8403-3283-1/40328301
Price: $14.95US

Author: BURSTEIN
Title: MANAGEMENT OF HOTEL AND MOTEL SECURITY
Publisher: MARCEL DEKKER INC.
Year of publication: 1980
Number of pages: 216
ISBN No.: 0-8247-1002-9
Price: $29.50US

Author: BUZBY/Walter J. AND PAINE/David
Title: HOTEL AND MOTEL SECURITY MANAGEMENT
Publisher: BUTTERWORTH AND CO. LTD.
Year of publication: 1976
Number of pages: 256
ISBN No.: 0-913708-24-0
Price: $24.95

Author: ETSELL/Karen AND BRENNAN/Elaine
Title: HOW TO OPEN A COUNTRY INN
Publisher: BERKSHIRE TRAVELLER PRESS
Year of publication: 1983
Number of pages: 220
ISBN No.: 0-912944-79-X
Price: $8.95US

Author: GRAY/William AND LIQUORI/Salvatore C.
Title: HOTEL AND MOTEL MANAGEMENT AND OPERATIONS
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1980
ISBN No.: 0-13-394908-7
Price: $24.95

Author: GREENE/Melvyn
Title: MARKETING HOTELS INTO THE 90'S: A SYSTEMATIC APPROACH TO INCREASING SALES
Publisher: AVI PUBLISHING CO. INC.
Year of publication: 1984
ISBN No.: 0-87055-475-1
Price: $19.50US

Author: GULLEN/Harold V. AND RHODES/Geoffrey E.
Title: MANAGEMENT IN THE HOTEL AND CATERING INDUSTRY
Publisher: IRWIN PUBLISHING INC.
Year of publication: 1983
Number of pages: 144
ISBN No.: 0-7134-1932-6
Price: $12.95US

Author: GUNNAR/Peter M. AND BURKHART/Judith A.
Title: THE MANAGEMENT OF HOTEL AND MOTEL CONDOMINIUMS
Publisher: CORNELL UNIVERSITY/SCHOOL OF HOTEL ADMINISTRATION
Year of publication: 1978
ISBN No.: 0-937056-01-4/A & F16
Price: $17.50US

Author: HORNSEY/Timothy AND DANN/David
Title: MANPOWER MANAGEMENT IN THE HOTEL AND CATERING INDUSTRY
Publisher: IRWIN PUBLISHING INC.
Year of publication: 1984
Number of pages: 160
ISBN No.: 0-7134-1938-5
Price: $12.95US

Author: HORWATH/Earnest B. ET AL
Title: HOTEL ACCOUNTING
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1978
Number of pages: 424
ISBN No.: 0-471-07247-8
Price: $54.00

Author: LUNDBERG/Donald E.
Title: THE HOTEL AND RESTAURANT BUSINESS
Publisher: MACMILLAN OF CANADA
Year of publication: 1984
Number of pages: 416
ISBN No.: 0-8436-2271-7
Price: $19.95

Author: MEDLIK/S.
Title: BUSINESS OF HOTELS
Publisher: DAVID AND CHARLES INC.
Year of publication: 1980
ISBN No.: 0-434-91249-2
Price: $10.50US

Author: QUEST/Miles
Title: HOW TO BUY YOUR OWN HOTEL
Publisher: STATE MUTUAL BOOK AND PERIODICAL SERVICE LTD.
Year of publication: 1981
Number of pages: 236
ISBN No.: 0-7198-2764-7
Price: $25.00US

Author: SMITH/Douglas
Title: HOTEL AND RESTAURANT DESIGN
Publisher: INTERNATIONAL SPECIALIZED BOOK SERVICES
Year of publication: 1979
Number of pages: 137
ISBN No.: 0-435-86501-3
Price: $23.00US

Author: SUTTON/D.F.
Title: FINANCIAL MANAGEMENT IN HOTEL AND CATERING OPERATIONS
Publisher: DAVID AND CHARLES INC.
Year of publication: 1983
Number of pages: 252
ISBN No.: 0-434-91887-3
Price: $16.95US

Author: VALLEN/J. ET AL
Title: THE ART AND SCIENCE OF MANAGING
HOTELS-RESTAURANTS-INSTITUTIONS
Publisher: HOLT RINEHART AND WINSTON OF CANADA LTD.
Year of publication: 1978
ISBN No.: 0-8104-9470-1
Price: $14.25

Author: VENISON/Peter
Title: MANAGING HOTELS
Publisher: DAVID AND CHARLES INC.
Year of publication: 1984
Number of pages: 160
ISBN No.: 0-434-92196-3
Price: $14.95US

ACCOMMODATION - RESORT

Author: GEE/Chuck Y.
Title: RESORT DEVELOPMENT AND MANAGEMENT
Publisher: EDUCATIONAL INSTITUTE/AMERICAN HOTEL AND MOTEL
ASSOCIATION
Year of publication: 1981
ISBN No.: 0-86612-008-4
Price: $32.95US

Author: HOTTON/Georgia
Title: INTRODUCTION TO RESORT MANAGEMENT
Publisher: BOOK CENTER INC.
Year of publication: 1982
Number of pages: 232
ISBN No.: 0-88229-676-0
Price: $21.95

ACCOMMODATION FOOD AND BEVERAGE SERVICES

Author: BLOMSTROM/Robert L.
Title: STRATEGIC MARKETING PLANNING IN THE HOSPITALITY INDUSTRY;
A BOOK OF READINGS
Publisher: EDUCATIONAL INSTITUTE/AMERICAN HOTEL AND MOTEL
ASSOCIATION
Year of publication: 1983
ISBN No.: 0-86612-013-0
Price: $23.95US

Author: CASSEE/E. AND REULAND/R. EDS.
Title: THE MANAGEMENT OF HOSPITALITY
Publisher: PERGAMON PRESS CANADA
Year of publication: 1983
Number of pages: 236
ISBN No.: 0-08-028107-9
Price: $25.00

Author: COFFMAN/C. DeWitt
Title: HOSPITALITY FOR SALE - TECNNIQUES OF PROMOTING BUSINESS FOR HOSPITALITY ESTABLISHMENTS
Publisher: EDUCATIONAL INSTITUTE/AMERICAN HOTEL AND MOTEL ASSOCIATION
Year of publication: 1980
Number of pages: 339
ISBN No.: 0-86612-000-9
Price: $17.56US

Author: COLTMAN/Michael M.
Title: FINANCIAL MANAGEMENT FOR THE HOSPITALITY INDUSTRY
Publisher: MACMILLAN OF CANADA
Year of publication: 1980
ISBN No.: 0-8436-2141-9
Price: $18.95

Author: DASCHLER/John AND HARLESS/Marjorie EDS.
Title: SUPERVISION IN THE HOSPITALITY INDUSTRY
Publisher: EDUCATIONAL INSTITUTE/AMERICAN HOTEL AND MOTEL ASSOCIATION
Year of publication: 1983
ISBN No.: 0-86612-016-5
Price: $32.95US

Author: FAY/Clifford T. JR. ET AL
Title: BASIC FINANCIAL ACCOUNTING FOR THE HOSPITALITY INDUSTRY
Publisher: EDUCATIONAL INSTITUTE/AMERICAN HOTEL AND MOTEL ASSOCIATION
Year of publication: 1982
ISBN No.: 0-86612-010-6
Price: $26.95US

Author: STEFANELLI/John M.
Title: PURCHASING SELECTION AND PROCUREMENT FOR THE HOSPITALITY INDUSTRY
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1981
Number of pages: 502
ISBN No.: 0-471-04538-1
Price: $28.95

AGRICULTURE

AGRICULTURE - FARMING (WORM)

Title: WORM FARMING EXPOSE (MANUAL NO. X1045)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $7.50US

AGRICULTURE - VETERINARY SERVICES

Title: ESTABLISHING A VETERINARY PRACTICE (SMALL BUSINESS REPORTER SERIES NO. SBR-125)
Publisher: BANK OF AMERICA
Year of publication: 1974
Number of pages: 20
Price: $3.00US

Author: OPPERMAN/Mark
Title: VETERINARY BUSINESS MANAGEMENT: A GUIDE TO AN EFFECTIVE AND PROFITABLE PRACTICE
Publisher: HARWAL PUBLISHING CO.
Year of publication: 1983
ISBN No.: 0-932036-09-0
Price: $18.95US

BEVERAGE SERVICES

BEVERAGE SERVICES

Title: BARS AND COCKTAIL LOUNGES (SMALL BUSINESS REPORTER SERIES NO. SBR-101)
Publisher: BANK OF AMERICA
Year of publication: 1981
Number of pages: 20
Price: $3.00US

Title: BAR/DISCO/TAVERN (MANUAL NO. X1186)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

Title: NO-ALCOHOL BAR (MANUAL NO. X1124)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Author: ARGIRY/George P.
Title: CATCH THE STICKY FINGERS - GUIDE TO BAR MANAGEMENT AND MIXED DRINKS
Publisher: BENINDA BOOKS
Year of publication: 1977
ISBN No.: 0-931868-00-9
Price: $5.00US

Author: GREEN/Eric F. ET AL
Title: PROFITABLE FOOD AND BEVERAGE MANAGEMENT/OPERATIONS
Publisher: HOLT RINEHART AND WINSTON OF CANADA LTD.
Year of publication: 1978
ISBN No.: 0-8104-9466-3
Price: $21.95US

Author: MOORE/Philip
Title: TOTAL BAR AND BEVERAGE MANAGEMENT
Publisher: LEBHAR-FRIEDMAN BOOKS
Year of publication: 1981
ISBN No.: 0-86730-238-0
Price: $21.95US

Author: STEVENSON/W.C.
Title: MAKING AND MANAGING A PUB
Publisher: DAVID AND CHARLES INC.
Year of publication: 1980
ISBN No.: 0-7153-7801-5
Price: $17.95US

BUSINESS SERVICES

BUSINESS SERVICES - ACCOUNTING

Title: OPERATING A SUCCESSFUL ACCOUNTING PRACTICE
Publisher: AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS
Year of publication: 1979
Number of pages: 320
ISBN No.: 0-686-70243-3
Price: $10.00US

Title: STARTING AN ACCOUNTING PRACTICE (SMALL BUSINESS REPORTER SERIES NO. SBR-119)
Publisher: BANK OF AMERICA
Year of publication: 1982
Price: $3.00US

Author: CHILTON/Carl S. JR.
Title: THE SUCCESSFUL PROFESSIONAL CLIENT ACCOUNTING PRACTICE
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1983
Number of pages: 217
ISBN No.: 0-13-868208-9/BUSN
Price: $39.95

Author: DENNEY/Robert W.
Title: MARKETING ACCOUNTING SERVICES
Publisher: MACMILLAN OF CANADA
Year of publication: 1983
Number of pages: 256
ISBN No.: 0-442-22003-0
Price: $24.95

Author: FOX/Jack ED.
Title: STARTING AND BUILDING YOUR OWN ACCOUNTING BUSINESS
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1984
Number of pages: 280
ISBN No.: 0-471-80053-8
Price: $39.95

Author: HEINTZ/Carl M.
Title: BUILDING A SUCCESSFUL ACCOUNTING PRACTICE - THE FINE ART OF SELLING ACCOUNTING SERVICES
Publisher: AMTEC
Year of publication: 1982
Number of pages: 300
ISBN No.: 0-686-32007-7
Price: $39.50US

Author: MOHAN/James J.
Title: MARKETING OF PROFESSIONAL ACCOUNTING SERVICES - A PRACTICE DEVELOPMENT APPROACH (2ND EDITION)
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1982
Number of pages: 199
ISBN No.: 0-471-86731-4
Price: $39.00

BUSINESS SERVICES - ADVERTISING

Title: ADVERTISING AGENCY (MANUAL NO. X1223)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Author: LOCKETT/David
Title: GETTING NEW BUSINESS LEADS - A GUIDE FOR ADVERTISING AGENCIES
Publisher: CRAIN BOOKS
Year of publication: 1981
ISBN No.: 0-87251-062-X
Price: $9.95US

BUSINESS SERVICES - ARCHITECT

Author: AMERICAN INSTITUTE OF ARCHITECTS
Title: ARCHITECT'S HANDBOOK OF PROFESSIONAL PRACTICE
Publisher: AMERICAN INSTITUTE OF ARCHITECTS
ISBN No.: 0-913962-13-9
Price: $60.00US

Author: COXE/Weld
Title: MANAGING ARCHITECTURAL AND ENGINEERING PRACTICE
Publisher: ROBERT E. KREIGER PUBLISHING CO. INC.
Year of publication: 1980
Number of pages: 190
ISBN No.: 0-471-08203-1
Price: $26.50US

Author: GORMAN/James E.
Title: SIMPLIFIED GUIDE TO CONSTRUCTION MANAGEMENT FOR ARCHITECTS AND ENGINEERS
Publisher: MACMILLAN OF CANADA
Year of publication: 1976
Number of pages: 288
ISBN No.: 0-8436-0160-4
Price: $18.95

Author: LEWIS/Jack R.
Title: ARCHITECTS AND ENGINEERS OFFICE PRACTICE GUIDE
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1978
ISBN No.: 0-13-044669-6
Price: $22.95

Author: POWELL/John ED.
Title: HANDBOOK OF ARCHITECTURAL PRACTICE AND MANAGEMENT (4TH EDITION)
Publisher: INTERNATIONAL SPECIALIZED BOOK SERVICES
Year of publication: 1979
ISBN No.: 0-900630-67-1
Price: $34.00US

Author: WATSON/Kenneth Frank
Title: PREPARING WINNING PROPOSALS - A GUIDE FOR ENGINEERS/ARCHITECTS/MANAGEMENT CONSULTANTS
Publisher: INFOSCAN INC.
Year of publication: 1982
Price: $79.00

BUSINESS SERVICES - BUSINESS BROKER

Author: HICKS/Tyler G.
Title: FINANCIAL BROKER-FINDER-BUSINESS BROKER-CONSULTANT SUCCESS KIT
Publisher: INTERNATIONAL WEALTH
Year of publication: 1983
Number of pages: 485
ISBN No.: 0-914306-62-6
Price: $99.50US

BUSINESS SERVICES - CLIPPING SERVICE

Title: CLIPPING SERVICE (MANUAL NO. X1250)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $29.50US

Author: SMITH/Demaris C.
Title: STARTING AND OPERATING A CLIPPING SERVICE
Publisher: PILOT BOOKS
Year of publication: 1980
Number of pages: 40
ISBN No.: 0-87576-090-2
Price: $2.95US

BUSINESS SERVICES - COIN-OPERATED TVS

Title: COIN-OP TVS (MANUAL NO. X1121)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

BUSINESS SERVICES - COLLECTION AGENCY

Title: COLLECTION AGENCY (MANUAL NO. X1207)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

BUSINESS SERVICES - COMPUTER SERVICES

Title: SOFTWARE LOCATOR SERVICE (MANUAL NO. X1253)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

Title: COMPUTER REPAIR SERVICE (MANUAL NO. X1256)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

Title: RETAIL SOFTWARE STORE (MANUAL NO. X1261)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

Author: TRAISTER/Robert J. AND INGRAM/Rich.
Title: MAKING MONEY WITH YOUR MICROCOMPUTER
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1982
Number of pages: 160
ISBN No.: 0-8306-1506-7/1506
Price: $8.25

BUSINESS SERVICES - CONSULTANT

Title: CONSULTING BUSINESS (MANUAL NO. X1151)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Title: CONSULTANTS GUIDE TO CONTRACTING WITH THE CANADIAN GOVERNMENT
Publisher: INFOSCAN INC.
Year of publication: 1978
ISBN No.: 0-9690764-0-1
Price: $9.95

Author: BERMONT/Hubert
Title: HOW TO MASS MARKET YOUR ADVICE (THE CONSULTANT'S LIBRARY)
Publisher: BERMONT BOOKS
Year of publication: 1981
Number of pages: 60
ISBN No.: 0-930686-13-6
Price: $18.00US

Author: BERMONT/Hubert
Title: THE COMPLETE CONSULTANT - A ROADMAP TO SUCCESS (THE CONSULTANT'S LIBRARY)
Publisher: BERMONT BOOKS
Year of publication: 1982
Number of pages: 125
ISBN No.: 0-930686-16-0
Price: $23.00US

Author: GOODRYDER/Ernest
Title: HOW TO EARN MONEY AS A CONSULTANT - INCLUDING SPECIMEN CONTRACTS (5TH EDITION)
Publisher: BUSINESS PSYCHOLOGY INTERNATIONAL
Year of publication: 1978
ISBN No.: 0-931918-01-4
Price: $39.00US

Author: GOWAN/V.Q.
Title: CONSULTING TO GOVERNMENT
Publisher: INFOSCAN INC.
Year of publication: 1979
ISBN No.: 0-9690764-1-X
Price: $19.95

Author: GRAY/Douglas
Title: START AND RUN A PROFITABLE CONSULTING BUSINESS - A STEP-BY-STEP BUSINESS PLAN
Publisher: INTERNATIONAL SELF COUNSEL PRESS
Year of publication: 1984
Number of pages: 120
ISBN No.: 0-88908-598-6
Price: $11.95

Author: HARPER/Malcolm
Title: CONSULTANCY FOR SMALL BUSINESSES - THE CONCEPT/TRAINING THE CONSULTANTS
Publisher: INTERMEDIATE TECHNOLOGY DEVELOPMENT GROUP OF NORTH AMERICA
Year of publication: 1983
Number of pages: 254
ISBN No.: 0-903031-42-6
Price: $17.95US

Author: HAYES/Rick S. AND BAKER/Richard
Title: SIMPLIFIED ACCOUNTING FOR ENGINEERING AND TECHNICAL CONSULTANTS (SMALL BUSINESS MANAGEMENT SERIES)
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1980
Number of pages: 171
ISBN No.: 0-471-05708-8
Price: $37.95

Author: HOLTZ/Herman
Title: HOW TO SUCCEED AS AN INDEPENDENT CONSULTANT
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1983
Number of pages: 395
ISBN No.: 0-471-86742-X
Price: $19.95

Author: JOHNSON/Barbara
Title: PRIVATE CONSULTING - HOW TO TURN EXPERIENCE INTO EMPLOYMENT DOLLARS
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1982
Number of pages: 147
ISBN No.: 0-13-710871-0
Price: $6.95

Author: KIRBY/Jonell H.
Title: CONSULTATION - THE PRACTICE FOR THE PRACTIONER
Publisher: ACCELERATED DEVELOPMENT INC.
Year of publication: 1984
ISBN No.: 0-915202-48-4

Author: KUBZ/Milan ED.
Title: MANAGEMENT CONSULTING - A GUIDE TO THE PROFESSION
Publisher: INTERNATIONAL LABOUR OFFICE
Year of publication: 1980
Number of pages: 369
ISBN No.: 92-2-101165-8
Price: $25.65US

Author: LANT/Jeffrey L.
Title: THE CONSULTANT'S KIT - ESTABLISHING AND OPERATING YOUR SUCCESSFUL CONSULTING BUSINESS
Publisher: JLA PUBLICATIONS
Year of publication: 1981
Number of pages: 200
ISBN No.: 0-940374-00-5
Price: $30.00US

Author: SHENSON/Howard
Title: THE SUCCESSFUL CONSULTANT'S GUIDE TO FEE SETTING (CONSULTANT'S LIBRARY)
Publisher: BERMONT BOOKS
Year of publication: 1980
Number of pages: 167
ISBN No.: 0-930686-11-X
Price: $34.00US

Author: SHENSON/Howard L.
Title: HOW TO STRATEGICALLY NEGOTIATE THE CONSULTING CONTRACT (CONSULTANT'S LIBRARY)
Publisher: BERMONT BOOKS
Year of publication: 1980
Number of pages: 107
ISBN No.: 0-930686-10-1
Price: $24.00US

Author: STRYKER/Steven C.
Title: GUIDE TO SUCCESSFUL CONSULTING WITH FORMS/LETTERS/CHECKLISTS
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1984
Number of pages: 288
ISBN No.: 0-13-371104-8
Price: $24.95

Author: WATSON/Kenneth Frank
Title: PREPARING WINNING PROPOSALS - A GUIDE FOR ENGINEERS/ARCHITECTS/MANAGEMENT CONSULTANTS
Publisher: INFOSCAN INC.
Year of publication: 1982
Price: $79.00

BUSINESS SERVICES - COUPON MAILER SERVICES

Title: COUPON MAILER SERVICE (MANUAL NO. X1232)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $34.50US

BUSINESS SERVICES - DESIGN

Author: FOOTE/Rosslyn F.
Title: RUNNING AN OFFICE FOR FUN AND PROFIT - BUSINESS TECHNIQUES FOR SMALL DESIGN FIRMS
Publisher: MACMILLAN OF CANADA
Year of publication: 1978
ISBN No.: 0-87933-317-0
Price: $17.50

BUSINESS SERVICES - DUPLICATING/PRINTING SERVICE

Title: PHOTOCOPY SHOP (MANUAL NO. X1038)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Title: INSTANT PRINT SHOP (MANUAL NO. X1013)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

BUSINESS SERVICES - EMPLOYMENT AGENCY

Title: EMPLOYMENT AGENCY (MANUAL NO. X1051)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Title: EXECUTIVE RECRUITING (MANUAL NO. X1228)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $65.00US

Title: TEMPORARY HELP SERVICE (MANUAL NO. X1189)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Title: COMPUTER CONSULTING AND TEMPORARY HELP SERVICE (MANUAL NO. X1221)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $55.00US

Title: RESUME WRITING AND CAREER COUNSELING (MANUAL NO. X1260)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

BUSINESS SERVICES - ENGINEERING

Title: PUBLIC RELATIONS GUIDE FOR CONSULTING ENGINEERS
Publisher: AMERICAN CONSULTING ENGINEERS COUNCIL
Year of publication: 1982
Number of pages: 61
ISBN No.: 0-686-48366-9
Price: $20.00US

Author: BIDGOOD/Reginald
Title: CONSULTING OVERSEAS - A GUIDE FOR PROFESSIONALS IN CONSTRUCTION
Publisher: STATE MUTUAL BOOK AND PERIODICAL SERVICE LTD.
Year of publication: 1981
Number of pages: 132
ISBN No.: 0-7198-2640-3
Price: $25.00US

Author: COXE/Weld
Title: MANAGING ARCHITECTURAL AND ENGINEERING PRACTICE
Publisher: ROBERT E. KRIEGER PUBLISHING CO. INC.
Year of publication: 1980
Number of pages: 190
ISBN No.: 0-471-08203-1
Price: $26.50US

Author: GORMAN/James E.
Title: SIMPLIFIED GUIDE TO CONSTRUCTION MANAGEMENT FOR ARCHITECTS AND ENGINEERS
Publisher: MACMILLAN OF CANADA
Year of publication: 1976
Number of pages: 288
ISBN No.: 0-8436-0160-4
Price: $18.95

Author: KELLEY/Robert E.
Title: CONSULTING - THE COMPLETE GUIDE TO A PROFITABLE CAREER
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1981
Number of pages: 272
ISBN No.: 0-684-17148-1
Price: $17.95

Author: KUECKEN/John A.
Title: STARTING AND MANAGING YOUR OWN ENGINEERING PRACTICE
Publisher: MACMILLAN OF CANADA
Year of publication: 1978
ISBN No.: 0-442-24513-0
Price: $17.95

Author: LEWIS/Jack R.
Title: ARCHITECTS AND ENGINEERS OFFICE PRACTICE GUIDE
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1978
ISBN No.: 0-13-044669-6
Price: $22.95

Author: WATSON/Kenneth Frank
Title: PREPARING WINNING PROPOSALS - A GUIDE FOR ENGINEERS ARCHITECTS AND MANAGEMENT CONSULTANTS
Publisher: INFOSCAN INC.
Year of publication: 1982
Price: $79.00

BUSINESS SERVICES - INFORMATION

Title: INFORMATION BROKER (MANUAL NO. X1237)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

BUSINESS SERVICES - JANITORIAL SERVICES

Title: JANITORIAL SERVICES (MANUAL NO. X1034)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $39.50US

BUSINESS SERVICES - LAW

Author: AMERICAN BAR ASSOCATION
Title: SIMPLIFIED ACCOUNTING SYSTEMS AND CONCEPTS FOR LAWYERS - WITH A STANDARD CHART OF ACCOUNTS
Publisher: RAINCOAST BOOK DISTRIBUTION LTD.
Year of publication: 1982
Number of pages: 145
ISBN No.: 0-89707-076-3
Price: $34.00

Author: COURIC/Emily ED.
Title: THE BUSINESS OF LAW - A HANDBOOK ON HOW TO MANAGE LAW FIRMS
Publisher: ACADEMIC PRESS CANADA
Year of publication: 1984
Number of pages: 470
ISBN No.: 0-15-004290-6
Price: $55.00

Author: GREEN/P.G. AND ZWICKER/M.W.
Title: FINANCIAL MANAGEMENT FOR LAW FIRMS
Publisher: CONTINUING LEGAL EDUCATION SOCIETY OF BRITISH COLUMBIA
Year of publication: 1982
ISBN No.: 0-86504-045-1
Price: $30.00

Author: HUBERMAN/Jack J. ET AL
Title: HOW TO SURVIVE PRACTICING LAW IN THE 80S
Publisher: CONTINUING LEGAL EDUCATION SOCIETY OF BRITISH COLUMBIA
Year of publication: 1982
ISBN No.: 0-86504-076-1
Price: $35.00

Author: KELLOUGH/H.J. ET AL
Title: LAWYERS' USE OF FINANCIAL STATEMENTS - 1982
Publisher: CONTINUING LEGAL EDUCATION SOCIETY OF BRITISH COLUMBIA
Year of publication: 1982
ISBN No.: 0-86504-050-8
Price: $60.00

Author: MACLEAN/S.C. ET AL
Title: LAW OFFICE MANAGEMENT AND QUALITY PRACTICE
Publisher: CONTINUING LEGAL EDUCATION SOCIETY OF BRITISH COLUMBIA
Year of publication: 1981
ISBN No.: 0-86504-018-4
Price: $35.00

Author: SILVER/Bertram S.
Title: HOW TO MAKE A BETTER PROFIT IN THE LAW OFFICE - YEAR AFTER YEAR
Publisher: THREE L PRESS
Year of publication: 1978
ISBN No.: 0-9601938-1-2
Price: $15.00US

BUSINESS SERVICES - LETTER SHOP

Title: SUGGESTIONS FOR MAKING MONEY ADDRESSING AND STUFFING ENVELOPES OR HOW TO RUN A SMALL LETTER SHOP SERVICE
Publisher: CENTER FOR SELF SUFFICIENCY INC.
Year of publication: 1983
Number of pages: 26
ISBN No.: 0-910811-20-2
Price: $3.95US

BUSINESS SERVICES - LIMOUSINE

Title: LIMOUSINE SERVICES (MANUAL NO. X1224)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

BUSINESS SERVICES - LIQUIDATOR

Title: LIQUIDATOR - SELLING DISTRESSED MERCHANDISE (MANUAL NO. X1098)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

BUSINESS SERVICES - MARKETING

Title: BARTERING CLUB (MANUAL NO. X1193)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Author: ELY/Vivian AND BARNES/Michael
Title: STARTING YOUR OWN MARKETING BUSINESS
Publisher: MCGRAW-HILL RYERSON LTD.
Year of publication: 1978
ISBN No.: 0-07-019307-X/6
Price: $7.84

BUSINESS SERVICES - PARKING LOT MAINTENANCE

Title: PARKING LOT STRIPING AND MAINTENANCE SERVICE (MANUAL NO. X1031)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

BUSINESS SERVICES - RENT-A-PLANT

Title: RENT-A-PLANT SERVICES (MANUAL NO. X1049)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

BUSINESS SERVICES - SECRETARIAL

Title: SECRETARIAL SERVICE (MANUAL NO. X1136)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $39.50US

Title: CONSIDERING A SECRETARIAL SERVICE? POSSIBILITIES FOR INCOME
Publisher: CENTER FOR SELF SUFFICIENCY INC.
Year of publication: 1983
Number of pages: 25
ISBN No.: 0-910811-63-6
Price: $4.95US

Author: BELKIN/Gary
Title: HOW TO START AND RUN YOUR OWN WORD PROCESSING BUSINESS
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1984
Number of pages: 192
ISBN No.: 0-471-88396-4
Price: $8.95

Author: BUCHANAN/Laurie
Title: PAGES TO GO!! HOW TO START AND MAINTAIN A SUCCESSFUL FREE LANCE TYPING SERVICE
Publisher: LAURIE BUCHANAN
Year of publication: 1982
Number of pages: 80
ISBN No.: 0-943102-00-6
Price: $14.95US

Author: DROUILLARD/Anne AND KEEFE/William F.
Title: HOW TO EARN TWENTY-FIVE THOUSAND DOLLARS A YEAR OR MORE TYPING AT HOME
Publisher: GRIFFON HOUSE GRAPHICS LTD.
Year of publication: 1980
Number of pages: 176
ISBN No.: 0-8119-0222-6
Price: $9.95

Author: GLENN/Peggy
Title: HOW TO START AND RUN A SUCCESSFUL HOME TYPING BUSINESS
Publisher: AAMES-ALLEN PUBLISHING CO.
Year of publication: 1983
Number of pages: 179
ISBN No.: 0-936930-82-9
Price: $14.95US

Author: GOODRICH/Donna
Title: HOW TO SET UP AND RUN A TYPING SERVICE
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1983
Number of pages: 176
ISBN No.: 0-471-86858-2/1-382
Price: $8.95

Author: KOZLOW/Stephen G.
Title: HOW TO START YOUR OWN SECRETARIAL SERVICES BUSINESS AT HOME
Publisher: SK PUBLICATIONS
Year of publication: 1980
Number of pages: 176
ISBN No.: 0-936306-00-9
Price: $12.95US

Author: LONNGREN/Betty AND SHOFF/Gloria J.
Title: STARTING YOUR OWN SECRETARIAL BUSINESS
Publisher: BEAVERBOOKS
Year of publication: 1982
Number of pages: 128
ISBN No.: 0-8092-5775-0
Price: $6.95

Author: MONTAPERTO/Nicki
Title: HOW TO START A PROFITABLE TYPING SERVICE AT HOME
Publisher: FITZHENRY AND WHITESIDE LTD.
Year of publication: 1981
Number of pages: 240
ISBN No.: 0-06-463540-6/EH 540/EH
Price: $5.05

Author: NITSCH/Susan L.
Title: HOW TO BECOME A FREELANCE SECRETARY
Publisher: SECRETARIAL PUBLICATIONS
Year of publication: 1983
Number of pages: 53
ISBN No.: 0-943544-01-7
Price: $3.95US

Author: TEMPLE/Mary
Title: HOW TO START A SECRETARIAL AND BUSINESS SERVICE
Publisher: PILOT BOOKS
Year of publication: 1978
Number of pages: 32
ISBN No.: 0-87576-069-4
Price: $2.50US

Author: WILL/Mimi AND WEBER/Nancy
Title: HOW TO CREATE A SUCCESSFUL WORD PROCESSING BUSINESS
Publisher: TPW PUBLISHING CO.
Year of publication: 1984
ISBN No.: 0-914475-00-2
Price: $19.95US

BUSINESS SERVICES - SIGN SHOP

Author: FITZGERALD/Bob
Title: PRACTICAL SIGN SHOP OPERATION
Publisher: SIGNS OF THE TIMES PUBLISHING CO.
Year of publication: 1982
ISBN No.: 0-911380-58-2
Price: $25.00US

BUSINESS SERVICES - SURFACE CLEANING

Title: MOBILE SURFACE CLEANING (MANUAL NO. X1150)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

BUSINESS SERVICES - TAX

Author: GUYETTE/Ralph L.
Title: COMPLETE GUIDE TO A SUCCESSFUL SMALL CLIENT TAX PRACTICE
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1981
Number of pages: 392
ISBN No.: 0-13-160622-0/BUSN
Price: $39.50

Author: HORVITZ/Jerome S.
Title: A PRACTICAL GUIDE TO TAX PRACTICE AND PROCEDURE
Publisher: LAWYERS AND JUDGES PUBLISHING CO.
Year of publication: 1983
ISBN No.: 0-88450-506-5/1708-B
Price: $11.50US

BUSINESS SERVICES - TELEPHONE ANSWERING SERVICE

Title: TELEPHONE ANSWERING SERVICE (MANUAL NO. X1148)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

CONSTRUCTION

CONSTRUCTION

Title: CONSTRUCTION BUSINESS PLAN (SMALL BUSINESS MANAGEMENT SYSTEMS SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 30
Price: $0.00

Title: BUSINESS PLAN FOR SMALL CONSTRUCTION FIRMS (PLANNING SERIES NO. 3)
Publisher: SASKATCHEWAN TOURISM AND SMALL BUSINESS
Year of publication: 1984
Number of pages: 10
Price: $0.00

Title: OPERATING A SMALL CONSTRUCTION BUSINESS IN ALBERTA
Publisher: ALBERTA TOURISM AND SMALL BUSINESS
Number of pages: 63

Author: ADRIAN/James
Title: BUSINESS PRACTICES FOR CONSTRUCTION MANAGEMENT
Publisher: ELSEVIER SCIENCE PUBLISHING CO. INC.
Year of publication: 1975
Number of pages: 426
ISBN No.: 0-444-00169-7
Price: $30.50US

Author: EPPES/Bill G. AND WHITEMAN/Daniel E.
Title: COST ACCOUNTING FOR THE CONSTRUCTION FIRM
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1984
Number of pages: 174
ISBN No.: 0-471-88537-1
Price: $32.95

Author: GOOCH/Ken AND CAROLINE/John
Title: CONSTRUCTION FOR PROFIT
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1980
Number of pages: 240
ISBN No.: 0-8359-0938-7
Price: $24.95

Author: GROW/Thomas A.
Title: CONSTRUCTION - A GUIDE FOR THE PROFESSION
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1975
Number of pages: 224
ISBN No.: 0-13-169326-3
Price: $20.95

Author: HELYAR/Frank W.
Title: CONSTRUCTION ESTIMATING AND COSTING
Publisher: MCGRAW-HILL RYERSON LTD.
Year of publication: 1978
ISBN No.: 0-07-082610-2
Price: $28.95

Author: MCNULTY/A.P.
Title: MANAGEMENT OF SMALL CONSTRUCTION PROJECTS
Publisher: MCGRAW-HILL RYERSON LTD.
Year of publication: 1982
ISBN No.: 0-07-045685-2
Price: $29.50

Author: STARCHILD/Adam
Title: START YOUR OWN CONSTRUCTION AND LAND DEVELOPMENT BUSINESS
Publisher: BOOK CENTER INC.
Year of publication: 1983
Number of pages: 232
ISBN No.: 0-8304-1013-9
Price: $23.95

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: MANAGEMENT AUDIT FOR SMALL CONSTRUCTION FIRMS (SMALL BUSINESS MANAGEMENT SERIES NO. 40)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.25US

CONSTRUCTION - BUILDING

Author: MILES/Derek
Title: ACCOUNTING AND BOOKKEEPING FOR THE SMALL BUILDING CONTRACTOR (ILLUS)
Publisher: INTERMEDIATE TECHNOLOGY DEVELOPMENT GROUP OF NORTH AMERICA
Year of publication: 1978
Number of pages: 190
ISBN No.: 0-903031-54-X
Price: $7.95US

Author: MILES/Derek
Title: THE SMALL BUILDING CONTRACTOR AND THE CLIENT - HOW TO RUN YOUR BUSINESS SUCCESSFULLY (ILLUS)
Publisher: INTERMEDIATE TECHNOLOGY DEVELOPMENT GROUP OF NORTH AMERICA
Year of publication: 1980
Number of pages: 270
ISBN No.: 0-903031-67-1
Price: $12.50US

Author: SUTTON/William
Title: BUILDING CONSTRUCTION - PERSONNEL/METHODS/MATERIALS
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1983
ISBN No.: 0-471-79789-8
Price: $22.95

CONSTRUCTION - BUILDING (INSULATION)

Title: INSULATION CONTRACTING BUSINESS (MANUAL NO. X1145)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

CONSTRUCTION - BUILDING (RESIDENTIAL)

Title: RESIDENTIAL SITE DEVELOPMENT - ADVISORY DOCUMENT
Publisher: CANADA MORTGAGE AND HOUSING CORPORATION
Year of publication: 1981
ISBN No.: 0-660-10622-1
Price: $3.50

Title: SITE PLANNING CRITERIA
Publisher: CANADA MORTGAGE AND HOUSING CORPORATION
Year of publication: 1982
ISBN No.: 0-660-50076-0
Price: $1.50

Author: ELKMAN/Richard AND NATIONAL ASSOCIATION OF HOME BUILDERS
Title: CLASSIFIED INFORMATION - THE VERY FIRST VERY PRACTICAL GUIDE TO SUCCESSFUL REAL ESTATE NEWSPAPER ADVERTISING
Publisher: NATIONAL ASSOCIATION OF HOME BUILDERS
Year of publication: 1984
Number of pages: 86
ISBN No.: 0-86718-207-5
Price: $10.00US

Author: JOHNSON/Deborah & NATIONAL ASSOCIATION OF HOME BUILDERS
Title: HOME BUILDERS PUBLICITY MANUAL - A STEP-BY-STEP GUIDE FOR SUCCESSFUL PUBLIC RELATIONS
Publisher: NATIONAL ASSOCIATION OF HOME BUILDERS
Year of publication: 1984
Number of pages: 35
ISBN No.: 0-86718-208-3
Price: $9.50US

EDUCATIONAL SERVICES

EDUCATIONAL SERVICES

Title: SELF-IMPROVEMENT SEMINARS (MANUAL NO. X1046)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

EDUCATIONAL SERVICES - BARTENDER-WAITRESS TRADE SCHOOL

Title: BARTENDER-WAITRESS TRADE SCHOOL (MANUAL No. X1047)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

EDUCATIONAL SERVICES - HOME TUTORING

Title: HOME TUTORING SERVICE (MANUAL NO. X1239)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

EDUCATIONAL SERVICES - SEMINARS

Title: SEMINAR PROMOTING (MANUAL NO. X1071)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Author: SHENSON/Howard L.
Title: HOW TO CREATE AND MARKET A SUCCESSFUL SEMINAR OR WORKSHOP
Publisher: BERMONT BOOKS
Year of publication: 1981
Number of pages: 180
ISBN No.: 0-930686-14-4
Price: $27.00US

EDUCATIONAL SERVICES - TEACHER'S AGENCY

Title: TEACHER'S AGENCY (MANUAL NO. X1089)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

FINANCE

FINANCE - BANKING

Author: RICHARDSON/Linda
Title: BANKERS IN THE SELLING ROLE - A CONSULTATIVE GUIDE TO CROSS-SELLING FINANCIAL SERVICES
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1981
Number of pages: 168
ISBN No.: 0-471-09010-7
Price: $29.95

FINANCE - BROKER

Title: FINANCIAL BROKER (MANUAL NO. X1962)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $75.00US

Author: HICKS/Tyler G.
Title: FINANCIAL BROKER-FINDER-BUSINESS BROKER-CONSULTANT SUCCESS KIT
Publisher: INTERNATIONAL WEALTH
Year of publication: 1983
Number of pages: 485
ISBN No.: 0-914306-62-6
Price: $99.50US

FINANCE - SAFE-DEPOSIT BOX RENTAL CENTRE

Title: SAFE-DEPOSIT BOX RENTAL CENTRE (MANUAL NO. X1216)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $65.00US

FOOD SERVICES

FOOD SERVICES

Author: BAKER/Nancy C.
Title: CASHING IN ON COOKING
Publisher: BEAVERBOOKS
Year of publication: 1982
Number of pages: 192
ISBN No.: 0-8092-5873-0
Price: $8.95US

Author: BORSENIK/Frank D.
Title: MAINTENANCE AND ENGINEERING FOR LODGING AND FOODSERVICE FACILITIES
Publisher: EDUCATIONAL INSTITUTE/AMERICAN HOTEL AND MOTEL ASSOCIATION
Year of publication: 1977
Number of pages: 279
ISBN No.: 0-86612-044-1
Price: $25.95US

Author: GREEN/Eric F. ET AL
Title: PROFITABLE FOOD AND BEVERAGE MANAGEMENT/OPERATIONS
Publisher: HOLT RINEHART AND WINSTON OF CANADA LTD.
Year of publication: 1978
ISBN No.: 0-8104-9466-3
Price: $21.95

FOOD SERVICES - CATERING

Title: PERSONNEL MANAGEMENT IN THE HOTEL AND CATERING INDUSTRY (3RD EDITION)
Publisher: STATE MUTUAL BOOK AND PERIODICAL SERVICE LTD.
Number of pages: 208
ISBN No.: 0-686-44672-0
Price: $32.00US

Title: FOOD AND PARTY CATERING SERVICE (MANUAL NO. X1215)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Author: BOARDMAN/R.D.
Title: HOTEL AND CATERING COSTING AND BUDGETS
Publisher: DAVID AND CHARLES INC.
Year of publication: 1978
ISBN No.: 0-434-90158-X
Price: $11.50US

Author: BOELLA/M.J.
Title: PERSONNEL MANAGEMENT IN THE HOTEL AND CATERING INDUSTRY
Publisher: BROOKFIELD PUBLISHING CO.
Year of publication: 1983
Number of pages: 268
ISBN No.: 0-09-150101-6
Price: $17.00US

Title: CONSIDERING A CATERING SERVICE? CATERING SERVICE IDEAS
Publisher: CENTER FOR SELF-SUFFICIENCY INC.
Year of publication: 1983
Number of pages: 50
ISBN No.: 0-910811-62-8
Price: $4.95US

Author: MAGURN/Philip J.
Title: MANUAL OF STAFF MANAGEMENT IN THE HOTEL AND CATERING INDUSTRY
Publisher: MCLEOD PUBLISHING
Year of publication: 1977
ISBN No.: 0-434-91198-4
Price: $18.95

Author: SPLAVER/Bernard R.
Title: SUCCESSFUL CATERING (2ND EDITION)
Publisher: MACMILLAN OF CANADA
Year of publication: 1982
Number of pages: 352
ISBN No.: 0-8436-2219-9
Price: $24.95

Author: SUTTON/D.F.
Title: FINANCIAL MANAGEMENT IN HOTEL AND CATERING OPERATIONS
Publisher: DAVID AND CHARLES INC.
Year of publication: 1983
Number of pages: 252
ISBN No.: 0-434-91887-3
Price: $16.95US

Author: WEISS/E. AND WEISS/H.
Title: CATERING HANDBOOK
Publisher: RADIO CITY BOOK STORE
ISBN No.: 0-911202-04-8
Price: $32.95US

FOOD SERVICES - COFFEE SHOP

Title: COFFEE SHOP (MANUAL NO. X1059)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

FOOD SERVICES - COFFEE SHOP (HOSPITAL)

Author: AMERICAN HOSPITAL ASSOCIATION
Title: AUXILIARY GIFT AND COFFEE SHOP MANAGEMENT
Publisher: AMERICAN HOSPITAL ASSOCIATION
Year of publication: 1976
Number of pages: 152
ISBN No.: 0-87258-155-1/AHA-019111
Price: $18.75US

FOOD SERVICES - FAST FOOD (COOKIES)

Title: CHOCOLATE CHIP COOKIE SHOP (MANUAL NO. X1083)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

FOOD SERVICES - FAST FOOD (DONUTS)

Title: DONUT SHOP (MANUAL NO. X1126)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

FOOD SERVICES - FAST FOOD (FROZEN YOGURT)

Title: FROZEN YOGURT SHOP (MANUAL NO. X1079)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $45.00US

FOOD SERVICES - FAST FOOD (FRYSTICKS)

Title: FRYSTICK (CHURRO) SHOP (MANUAL NO. X1164)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

FOOD SERVICES - FAST FOOD (HOT DOG/HAMBURGER)

Title: HOT DOG/HAMBURGER STAND (MANUAL NO. X1073)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

FOOD SERVICES - FAST FOOD (ICE CREAM)

Title: OLD-FASHION ICE-CREAM PARLOR (MANUAL NO. 1187)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

FOOD SERVICES - FAST FOOD (PASTA)

Title: PASTA SHOP (MANUAL NO. X1201)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

FOOD SERVICES - FAST FOOD (PIZZERIA)

Title: PIZZERIA (MANUAL NO. X1006)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

FOOD SERVICES - FAST FOOD (SANDWICHES)

Title: MOBILE RESTAURANT SANDWICH TRUCK (MANUAL NO. X1056)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $34.50US

FOOD SERVICES - RESTAURANT

Title: STARTING A RESTAURANT (ENTREPRENEUR'S HANDBOOK SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 32
Price: $0.00

Title: RESTAURANTS (SMALL BUSINESS REPORTER SERIES NO. SBR-105)
Publisher: BANK OF AMERICA
Year of publication: 1983
Number of pages: 23
Price: $3.00US

Title: UNIFORM SYSTEM OF ACCOUNTS FOR RESTAURANTS
Publisher: RADIO CITY BOOK STORE
ISBN No.: 0-911202-17-X
Price: $16.95US

Title: DESIGN IN TOURISM - RESTAURANTS
Publisher: CANADIAN GOVERNMENT OFFICE OF TOURISM
Number of pages: 36

Author: BERBEROGLU/H.
Title: RESTAURANTEURS' AND HOTELIERS' PURCHASING BOOK
Publisher: KENDALL-HUNT PUBLISHING CO.
Year of publication: 1981
Number of pages: 240
ISBN No.: 0-8403-2348-4
Price: $16.95US

Author: BRADSHAW/Michael Ed.
Title: MANAGEMENT FOR SMALL-TO-MEDIUM-SIZED RESTAURANTS
Publisher: GENERAL PUBLISHING
Year of publication: 1982
Number of pages: 450
ISBN No.: 0-943368-00-6
Price: $50.00

Author: BROWN/Douglas R.
Title: THE RESTAURANT MANAGER'S HANDBOOK - HOW TO SET UP/OPERATE/MANAGE A FINANCIALLY SUCCESSFUL RESTAURANT
Publisher: ATLANTIC PUBLISHING CO.
Year of publication: 1983
Number of pages: 326
ISBN No.: 0-910627-00-2
Price: $49.95US

Author: CHAVEZ-IRVIN/Dixie L. AND O'MALLEY/Thomas
Title: SECRETS OF SERVICE (HOW TO MAKE MONEY IN THE RESTAURANT BUSINESS)
Publisher: INSTITUTE PRESS
Year of publication: 1978
ISBN No.: 0-931976-01-4
Price: $9.95US

Author: COLTMAN/Michael M.
Title: START AND RUN A PROFITABLE RESTAURANT
Publisher: INTERNATIONAL SELF-COUNSEL PRESS
Year of publication: 1983
Number of pages: 141
ISBN No.: 0-88908-567-6
Price: $10.95

Author: DYER/Dewey A.
Title: SO YOU WANT TO START A RESTAURANT?
Publisher: MACMILLAN OF CANADA
Year of publication: 1981
Number of pages: 160
ISBN No.: 0-8436-2199-0
Price: $15.95

Author: HARRIS/Ellen Adeline
Title: PROFESSIONAL RESTAURANT SERVICE
Publisher: MCGRAW-HILL RYERSON LTD.
Year of publication: 1980
ISBN No.: 0-07-077835-3
Price: $11.88

Author: LUNDBERG/Donald E.
Title: THE HOTEL AND RESTAURANT BUSINESS
Publisher: MACMILLAN OF CANADA
Year of publication: 1984
Number of pages: 416
ISBN No.: 0-8436-2271-7
Price: $19.95

Author: MILLER/Daniel
Title: START A SMALL RESTAURANT - A GUIDE TO EXCELLENCE IN THE PURVEYING OF PUBLIC VICTUALS
Publisher: RAINCOAST BOOK DISTRIBUTION LTD.
Year of publication: 1983
Number of pages: 224
ISBN No.: 0-916782-37-9
Price: $8.95

Author: PETTERUTO/Ray
Title: HOW TO OPEN AND OPERATE A RESTAURANT - A STEP-BY-STEP GUIDE TO FINANCIAL SUCCESS
Publisher: MACMILLAN OF CANADA
Year of publication: 1979
ISBN No.: 0-442-24870-9
Price: $22.50

Author: SIEGEL/William L.
Title: HOW TO RUN A SUCCESSFUL RESTAURANT
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1980
Number of pages: 115
ISBN No.: 0-471-07910-3
Price: $6.95

Author: SMITH/Douglas
Title: HOTEL AND RESTAURANT DESIGN
Publisher: INTERNATIONAL SPECIALIZED BOOK SERVICES
Year of publication: 1979
Number of pages: 137
ISBN No.: 0-435-86501-3
Price: $23.00US

Author: TRACEY/Patrick A. JR.
Title: HOW TO OPEN A SMALL SOPHISTICATED RESTAURANT AND WHAT EVERYONE SHOULD KNOW ABOUT DINING OUT
Publisher: EXPOSITION PRESS INC.
Year of publication: 1983
Number of pages: 112
ISBN No.: 0-682-40128-5
Price: $7.95US

Author: VALLEN/J. ET AL
Title: THE ART AND SCIENCE OF MANAGING HOTELS/RESTAURANTS/INSTITUTIONS
Publisher: HOLT RINEHART AND WINSTON OF CANADA LTD.
Year of publication: 1978
ISBN No.: 0-8104-9470-1
Price: $14.25

FOOD SERVICES - RESTAURANT (MEXICAN DINNER)

Title: MEXICAN DINNER RESTAURANT (MANUAL NO. X1235)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

FOOD SERVICES - RESTAURANT (OMELETTE)

Title: OMELETTE SHOP (MANUAL NO. X1213)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

FOOD SERVICES - RESTAURANT (SALAD ONLY)

Title: SALAD-ONLY RESTAURANT (MANUAL NO. X1119)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

FOOD SERVICES - RESTAURANT (SANDWICH)

Title: SANDWICH (COLD) SHOP (MANUAL NO. X1156)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

FOOD SERVICES - RESTAURANT (SOUP KITCHEN)

Title: SOUP KITCHEN RESTAURANT (MANUAL NO. X1128)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

FOOD SERVICES - RESTAURANT (STUFFED-POTATO)

Title: STUFFED-POTATO RESTAURANT (MANUAL NO. X1181)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

FOOD SERVICES - RESTAURANT (TABLE D'HOTE)

Title: PRICE FIXE/TABLE D'HOTE RESTAURANT (MANUAL NO. X1263)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

FOOD SERVICES - RESTAURANT (TAKE-OUT)

Title: FRIED CHICKEN TAKEOUT RESTAURANT (MANUAL NO. X1055)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

FORESTRY

FORESTRY - FIREWOOD

Title: FIREWOOD BUSINESS (MANUAL NO. X1205)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

FORESTRY - WOODLOT

Author: FORBES/R.
Title: WOODLANDS FOR PROFIT AND PLEASURE
Publisher: AMERICAN FORESTRY ASSOCIATION
ISBN No.: 0-686-26726-5/25
Price: $6.00US

HEALTH SERVICES

HEALTH SERVICES - DENTISTS

Title: ESTABLISHING A DENTAL PRACTICE (SMALL BUSINESS REPORTER SERIES NO. SBR-126)
Publisher: BANK OF AMERICA
Year of publication: 1982
Price: $2.00US

Author: BALL/V.A. AND HALVORSON/E.W.
Title: MANAGING THE DENTAL PRACTICE
Publisher: ROBERT E. KRIEGER PUBLISHING CO. INC.
Year of publication: 1974
Number of pages: 200
ISBN No.: 0-03-010416-5
Price: $11.50US

Author: DOMER/Larry R. ET AL
Title: DENTAL PRACTICE MANAGEMENT - CONCEPTS AND APPLICATION
Publisher: C. V. MOSBY CO.
Year of publication: 1980
Number of pages: 376
ISBN No.: 0-8016-1422-8
Price: $29.95US

Author: SNYDER/Thomas L.
Title: PERSONALIZED GUIDE TO FINANCIAL PLANNING (DENTAL PRACTICE MANAGEMENT SERIES)
Publisher: C. V. MOSBY CO.
Year of publication: 1983
Number of pages: 122
ISBN No.: 0-8016-4713-4
Price: $12.95US

HEALTH SERVICES - HOME AGENCIES

Author: KRAUS/William D.
Title: ACCOUNTING GUIDELINES FOR HOME HEALTH AGENCIES
Publisher: NATIONAL LEAGUE FOR NURSING
Year of publication: 1978
Number of pages: 21
ISBN No.: 0-88737-065-9/21-1715
Price: $4.50

HEALTH SERVICES - MEDICAL PRACTICE

Title: ESTABLISHING A MEDICAL PRACTICE (SMALL BUSINESS REPORTER SERIES NO. SBR-127)
Publisher: BANK OF AMERICA
Year of publication: 1982
Price: $3.00US

HOUSEHOLD SERVICES

HOUSEHOLD SERVICES - CARPET-CLEANING

Title: CARPET-CLEANING SERVICE (MANUAL NO. X1033)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $29.50US

HOUSEHOLD SERVICES - COIN LAUNDRY

Title: COIN LAUNDRY (MANUAL NO. X1162)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

HOUSEHOLD SERVICES - DRY CLEANING SHOP

Title: DRY CLEANING SHOP (MANUAL NO. X1037)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

HOUSEHOLD SERVICES - HOUSE CLEANING

Author: JOHNSON/Mary P.
Title: EVERYTHING YOU NEED TO KNOW TO START A HOUSE CLEANING SERVICE
Publisher: CLEANING CONSULTANT SERVICES
Year of publication: 1979
ISBN No.: 0-9601054-0-9
Price: $14.95US

HOUSEHOLD SERVICES - MAID SERVICE

Title: MAID SERVICE (MANUAL NO. X1160)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $34.50US

HOUSEHOLD SERVICES - WINDOW WASHING

Title: WINDOW-WASHING SERVICE (MANUAL NO. X1012)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $34.50US

INTERNATIONAL TRADE

INTERNATIONAL TRADE - EXPORT

Author: DODGE/Frederick W.
Title: HOW TO DEVELOP A BIG MONEY-MAKING EXPORT BUSINESS
Publisher: INSTITUTE FOR ECONOMIC AND FINANCIAL RESEARCH
Year of publication: 1984
Number of pages: 127
ISBN No.: 0-86654-109-8
Price: $19.75US

INTERNATIONAL TRADE - IMPORT

Title: HOW TO FIND AND BUY PRODUCTS CHEAPLY FROM OTHER COUNTRIES
(MANUAL NO. X3361)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $22.50US

Author: GREEN/Mary AND GILLMAR/Stanley
Title: HOW TO BE AN IMPORTER AND PAY FOR YOUR WORLD TRAVELS
Publisher: BEAVERBOOKS
Year of publication: 1979
ISBN No.: 0-89087-241-4
Price: $6.95

INTERNATIONAL TRADE - IMPORT/EXPORT

Title: IMPORT AND EXPORT (MANUAL NO. X1092)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

MANUFACTURING

MANUFACTURING

Title: MANUFACTURING BUSINESS PLAN (SMALL BUSINESS MANAGEMENT SYSTEMS SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 29
Price: $0.00

Title: MANUFACTURING (MINDING YOUR OWN BUSINESS - VOLUME 4)
Publisher: FEDERAL BUSINESS DEVELOPMENT BANK
Year of publication: 1983
Number of pages: 119

Title: BUSINESS PLAN FOR SMALL MANUFACTURERS (PLANNING SERIES NO. 2)
Publisher: SASKATCHEWAN TOURISM AND SMALL BUSINESS
Year of publication: 1984
Number of pages: 12
Price: $0.00

Title: CASH FLOW IN A SMALL PLANT (FINANCIAL MANAGEMENT SERIES NO. 4)
Publisher: SASKATCHEWAN TOURISM AND SMALL BUSINESS
Year of publication: 1984
Number of pages: 4
Price: $0.00

Title: OPERATING A SMALL MANUFACTURING BUSINESS IN ALBERTA
Publisher: ALBERTA TOURISM AND SMALL BUSINESS
Year of publication: 1981
Number of pages: 38

Title: MARKETING FOR THE SMALL MANUFACTURER IN ALBERTA
Publisher: ALBERTA TOURISM AND SMALL BUSINESS
Year of publication: 1980
Number of pages: 26

Author: BAKER/Richard AND HAYES/Rick S.
Title: ACCOUNTING FOR SMALL MANUFACTURERS
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1980
Number of pages: 197
ISBN No.: 0-471-05704-5
Price: $37.95

Author: DORFF/Ralph
Title: MARKETING FOR THE SMALL MANUFACTURER
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1983
ISBN No.: 0-13-557280-0
Price: $10.95US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: COST ACCOUNTING FOR SMALL MANUFACTURERS (SMALL BUSINESS MANAGEMENT SERIES NO. 9)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $6.00US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: MANAGEMENT AUDIT FOR SMALL MANUFACTURERS (SMALL BUSINESS MANAGEMENT SERIES NO. 29)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.25US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: PURCHASING FOR MANUFACTURING FIRMS (BUSINESS BASICS SERIES NO. 1015)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.75US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: INVENTORY MANAGEMENT - MANUFACTURING/SERVICE (BUSINESS BASICS SERIES NO. 1016)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.75US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: PRICING FOR SMALL MANUFACTURERS (MANAGEMENT AIDS SERIES NO. MA 1.005)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: CASH FLOW IN A SMALL PLANT (MANAGEMENT AIDS SERIES NO. MA 1.006)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: BUSINESS PLAN FOR SMALL MANUFACTURERS (MANAGEMENT AIDS SERIES NO. MA 2.007)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

MANUFACTURING - AWNING CUSTOM PRODUCTS

Author: GARDNER/David M.
Title: SUCCESS AND SUCCESSION - SURVIVAL IN THE AWNING CUSTOM PRODUCTS INDUSTRY
Publisher: INDUSTRIAL FABRICS ASSOCIATION INTERNATIONAL
Number of pages: 80
ISBN No.: 0-318-01561-7;21090
Price: $30.00US

MANUFACTURING - BAKERY

Title: STARTING A BAKERY (ENTREPRENEUR'S HANDBOOKS SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 20
Price: $0.00

MANUFACTURING - BATTERY RECONDITIONING

Title: BATTERY RECONDITIONING (MANUAL NO. X1240)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $39.50US

MANUFACTURING - CRAFT

Title: CRAFT SUCCESS MANUAL (MANUAL NO. X1185)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $39.50US

Title: HANDCRAFT MANUFACTURING (MANUAL NO. X1177)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

Title: THE HANDCRAFTS BUSINESS (SMALL BUSINESS REPORTER SERIES NO. SBR-103)
Publisher: BANK OF AMERICA
Year of publication: 1980
Number of pages: 16
Price: $3.00US

Title: THE HANDICRAFT BUSINESS (ENTREPRENEUR'S HANDBOOKS SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 17
Price: $0.00

Title: SCULPTURED CANDLE MAKING (MANUAL NO. X1120)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $29.50US

Author: BRABEC/Barbara
Title: CREATIVE CASH - HOW TO SELL YOUR CRAFTS/NEEDLEWORK/DESIGNS/KNOW-HOW
Publisher: H P BOOKS
Year of publication: 1981
ISBN No.: 0-89586-129-1
Price: $7.95US

MANUFACTURING - HOT TUB

Title: HOT TUB MANUFACTURING AND SALES (MANUAL NO. X1075)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

MANUFACTURING - LEAD BULLET

Title: LEAD BULLET MANUFACTURING (MANUAL NO. X1247)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $34.50US

MANUFACTURING - PAPER RECYCLING

Title: USED PAPER COLLECTION AND RECYCLING (MANUAL NO. X1183)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

MANUFACTURING - PHOTO PROCESSING

Title: 1-HOUR PHOTO PROCESSING LAB (MANUAL NO. X1209)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

MANUFACTURING - PLASTICS RECYCLING

Title: PLASTICS RECYCLING CENTRE (MANUAL NO. X1122)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

MANUFACTURING - PRINTING

Title: TYPESETTING SERVICE (MANUAL NO. X1245)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

Title: GENERAL JOB PRINTING (SMALL BUSINESS REPORTER SERIES NO. SBR-114)
Publisher: BANK OF AMERICA
Year of publication: 1979
Number of pages: 19
Price: $3.00US

Author: BUHL/Tom
Title: HOW TO START/OPERATE/ENJOY A SUCCESSFUL TYPESETTING BUSINESS
Publisher: HOMEFRONT GRAPHICS
Year of publication: 1981
Number of pages: 136
ISBN No.: 0-939374-00-5
Price: $15.95US

MANUFACTURING - PUBLISHING

Author: GRAY/John Morgan
Title: FUN TOMORROW - LEARNING TO BE A PUBLISHER AND MUCH ELSE
Publisher: MACMILLAN OF CANADA
Year of publication: 1978
ISBN No.: 0-7705-1710-2
Price: $18.50

Author: ROBINSON/Paul
Title: PUBLISHING FOR CANADIAN CLASSROOMS
Publisher: CANADIAN LEARNING MATERIALS CENTRE
Year of publication: 1981
ISBN No.: 0-9690699-0-1
Price: $10.00

Author: SARNA/Lazar
Title: AUTHORS AND PUBLISHERS - AGREEMENTS AND LEGAL ASPECTS OF PUBLISHING
Publisher: BUTTERWORTH AND CO. LTD.
Year of publication: 1980
ISBN No.: 0-409-86521-4
Price: $24.95

Author: WILLIAMS/M.K. ED.
Title: PUBLISHING - ADVICE FROM THOSE WHO'VE DONE IT!
Publisher: AHNENE PUBLICATIONS
Year of publication: 1983
ISBN No.: 0-919903-07-X
Price: $7.50

MANUFACTURING - PUBLISHING (BOOKS)

Author: BODIAN/Nat G.
Title: BOOK MARKETING HANDBOOK - TIPS AND TECHNIQUES FOR THE SALE AND PROMOTION OF SCIENTIFIC/TECHNICAL/PROFESSIONAL/SCHOLARLY BOOKS AND JOURNALS. VOL. 1
Publisher: R. R. BOWKER CO.
Year of publication: 1980
Number of pages: 402
ISBN No.: 0-8352-1286-6
Price: $45.00US

MANUFACTURING - PUBLISHING (DIRECTORIES)

Title: 'WHO'S WHO' DIRECTORY PUBLISHING (MANUAL NO. 1026)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

MANUFACTURING - PUBLISHING (NEWSLETTERS)

Title: NEWSLETTER PUBLISHING (MANUAL NO. X1067)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Author: DUNN/Valerie M.
Title: A NO BUDGET MANUAL FOR NEWSLETTER EDITORS AND PUBLICITY PEOPLE
Publisher: THE HIGHWAY BOOK SHOP
Year of publication: 1978
ISBN No.: 0-88954-174-4
Price: $4.95

Author: MALL/E. Jane
Title: HOW TO BECOME WEALTHY PUBLISHING A NEWSLETTER
Publisher: INTERNATIONAL WEALTH
Year of publication: 1983
Number of pages: 110
ISBN No.: 0-914306-83-9
Price: $17.50US

MANUFACTURING - PUBLISHING (NEWSPAPERS)

Title: FREE CLASSIFIED ADS NEWSPAPER (MANUAL NO. X1110)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

MANUFACTURING - PUBLISHING (RENTAL INFORMATION)

Title: RENTAL INFORMATION PUBLISHING (MANUAL NO. X1023)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

MANUFACTURING - PVC FURNITURE

Title: PVC FURNITURE MANUFACTURING (MANUAL NO. X1262)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

MANUFACTURING - RECORDS

Author: HURST/Walter E.
Title: HOW TO START A RECORD OR INDEPENDENT PRODUCTION COMPANY
Publisher: SEVEN ARTS PRESS INC.
Year of publication: 1979
ISBN No.: 0-911370-38-2
Price: $10.00US

MANUFACTURING - RUGS

Title: CUSTOM RUG MAKING (MANUAL NO. X1066)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

MANUFACTURING - SAWMILL

Title: BUSINESS MANAGEMENT FOR SAWMILL OPERATIONS - PROCEEDINGS
Publisher: MILLER FREEMAN PUBLICATIONS INC.
Year of publication: 1979
ISBN No.: 0-87930-112-0
Price: $30.00US

Author: WILLISTON/Ed M. ED.
Title: SMALL LOG SAWMILLS - PROFITABLE PRODUCT SELECTION/PROCESS DESIGN/OPERATION
Publisher: MILLER FREEMAN PUBLICATIONS INC.
Year of publication: 1981
Number of pages: 367
ISBN No.: 0-87930-091-4
Price: $42.50US

MANUFACTURING - STAINED GLASS WINDOW

Title: STAINED GLASS WINDOW MANUFACTURING (MANUAL NO. X1061)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

MANUFACTURING - TABLES

Title: BURLWOOD TABLE MANUFACTURING AND RETAIL STORE (MANUAL NO. X1093)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $34.50US

MANUFACTURING - TEXTILES (MARINE)

Title: FIFTY QUESTIONS YOU'VE ALWAYS WANTED ANSWERED ABOUT THE MARINE BUSINESS
Publisher: INDUSTRIAL FABRICS ASSOCIATION INTERNATIONAL
Year of publication: 1977
Number of pages: 51
ISBN No.: 0-318-01549-8/23010
Price: $30.00US

MEMBERSHIP ORGANIZATIONS

MEMBERSHIP ORGANIZATIONS - CLUBS

Author: LUNDBERG/Donald E. AND ARMATAS/James P.
Title: THE MANAGEMENT OF PEOPLE IN HOTELS/RESTAURANTS/CLUBS (4TH EDITION)
Publisher: SAUNDERS OF TORONTO LTD.
Year of publication: 1980
Number of pages: 384
ISBN No.: 0-697-08410-8

Author: NINEMEIER/Jack D.
Title: PURCHASING/RECEIVING/STORAGE - A SYSTEMS MANUAL FOR RESTAURANTS/MOTELS/CLUBS
Publisher: MACMILLAN OF CANADA
Year of publication: 1983
Number of pages: 360
ISBN No.: 0-8436-2261-X
Price: $64.95

MEMBERSHIP ORGANIZATIONS - CLUBS (TENNIS/RACQUETBALL)

Title: TENNIS AND RACQUETBALL CLUB (MANUAL NO. X1004)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

OTHER SERVICES

OTHER SERVICES

Title: SERVICE BUSINESSES (MINDING YOUR OWN BUSINESS - VOLUME 3)
Publisher: FEDERAL BUSINESS DEVELOPMENT BANK
Year of publication: 1982
Number of pages: 154

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: INVENTORY MANAGEMENT - MANUFACTURING/SERVICE (BUSINESS BASICS SERIES NO. 1016)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.75US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: MANAGING THE SMALL SERVICE FIRM FOR GROWTH AND PROFIT (SMALL BUSINESS MANAGEMENT SERIES NO. 42)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.25US

OTHER SERVICES - ART

Title: ART SHOW PROMOTING (MANUAL NO. X1021)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $34.50US

Author: GOODMAN/Calvin J.
Title: ART MARKETING HANDBOOK
Publisher: GEE TEE BEE
Year of publication: 1978
Number of pages: 502
ISBN No.: 0-917232-04-6
Price: $34.95US

Author: KATCHEN/Carole
Title: PROMOTING AND SELLING YOUR ART
Publisher: GENERAL PUBLISHING
Year of publication: 1978
Number of pages: 192
ISBN No.: 0-8230-4422-X
Price: $16.95

Author: MICHELS/Caroll
Title: HOW TO SURVIVE AND PROSPER AS A ARTIST
Publisher: HOLT RINEHART AND WINSTON OF CANADA LTD.
Year of publication: 1983
ISBN No.: 0-03-061571-2
Price: $7.95

OTHER SERVICES - AUTOMOBILE RENTAL

Title: RENT-A-USED CAR AGENCY (MANUAL NO. X1108)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Author: KIRMSSL/Howard
Title: HOW TO MAKE MONEY IN THE USED CAR RENTAL BUSINESS
Publisher: ATCOM INC.
Year of publication: 1983
Number of pages: 176
ISBN No.: 0-915260-16-6
Price: $100.00US

Author: LARKIN/James
Title: VEHICLE LEASING AS I SEE IT
Publisher: ATCOM INC.
Year of publication: 1984
Number of pages: 235
ISBN No.: 0-317-07622-1
Price: $28.00US

OTHER SERVICES - BUILDING SERVICES (CHIMNEY SWEEP)

Title: CHIMNEY SWEEP SERVICE (MANUAL NO. X1155)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $34.50US

OTHER SERVICES - BUILDING SERVICES (FURNITURE RENTAL)

Title: FURNITURE RENTAL STORE (MANUAL NO. X1137)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1980
Price: $45.00US

OTHER SERVICES - BUILDING SERVICES (HOUSE PAINTING)

Title: HOUSE PAINTING (MANUAL NO. X1249)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $34.50US

OTHER SERVICES - BUILDING SERVICES (KITCHEN CABINETS)

Title: KITCHEN CABINET FACELIFTING (MANUAL NO. X1105)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

OTHER SERVICES - BUILDING SERVICES (LAWN-CARE)

Title: LAWN-CARE SERVICE (MANUAL NO. X1198)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

OTHER SERVICES - BUILDING SERVICES (LOCKSMITH)

Title: MOBILE LOCKSMITHING (MANUAL NO. X1188)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

OTHER SERVICES - BUILDING SERVICES (WALLPAPERING)

Title: NO-WALLPAPER WALLPAPERING SERVICE (MANUAL NO. X1238)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

OTHER SERVICES - BUILDING SERVICES (WINDOW CLEANING)

Author: MASSEY/Frederick R.
Title: THE PROFESSIONAL WINDOW CLEANING MANUAL - HOW TO MAKE MONEY IN YOUR OWN WINDOW CLEANING BUSINESS
Publisher: MBM BOOKS
Year of publication: 1983
Number of pages: 40
ISBN No.: 0-942144-01-5
Price: $9.95US

Author: SUVAL/Judy
Title: HOW TO START A WINDOW CLEANING BUSINESS
Publisher: I CAN SEE CLEARLY NOW
Year of publication: 1981
Number of pages: 41
ISBN No.: 0-9609532-0-5
Price: $9.95US

OTHER SERVICES - EQUIPMENT LEASING/RENTAL

Author: WATT/Barry James
Title: EQUIPMENT LEASING - HOW YOU CAN BECOME A MILLIONAIRE/MILLIONAIRESS
Publisher: STARBURST PUBLISHING INTERNATIONAL
Year of publication: 1982
ISBN No.: 0-919639-02-X
Price: $39.95

OTHER SERVICES - EQUIPMENT LEASING/RENTAL (HOT TUB)

Title: HOT TUB RENTAL (MANUAL NO. X1176)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

OTHER SERVICES - EQUIPMENT LEASING/RENTAL (ROLLER SKATES)

Title: ROLLER-SKATE RENTAL SHOP (MANUAL NO. X1088)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

OTHER SERVICES - EQUIPMENT LEASING/RENTAL (SAILBOATS)

Title: SAILBOAT TIME-SHARE LEASING (MANUAL NO. X1149)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

OTHER SERVICES - EQUIPMENT LEASING/RENTAL (TOOLS/EQUIPMENT)

Title: TOOL AND EQUIPMENT RENTAL SERVICE (MANUAL NO. X1028)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

OTHER SERVICES - EQUIPMENT LEASING/RENTAL (VIDEOCASSETTES)

Title: VIDEOCASSETTE RENTAL STORE (MANUAL NO. X1192)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

OTHER SERVICES - MISCELLANEOUS (AUTO PARKING)

Title: AUTO PARKING SERVICE (MANUAL NO. X1048)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $29.50US

OTHER SERVICES - MISCELLANEOUS (CURB-PAINTING)

Title: CURB PAINTING SERVICE (MANUAL NO. X1255)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

OTHER SERVICES - MISCELLANEOUS (ENERGY-LOSS-PREVENTION)

Title: ENERGY-LOSS-PREVENTION BUSINESS (MANUAL NO. X1112)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

OTHER SERVICES - MISCELLANEOUS (LICENSE PLATE ENGRAVING)

Title: LICENSE-PLATE-FRAME ENGRAVING (MANUAL NO. X1233)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $34.50US

OTHER SERVICES - MISCELLANEOUS (PAY TV)

Title: PAY-TV SERVICE (MANUAL NO. X1175)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $75.00US

OTHER SERVICES - MISCELLANEOUS (PEDICAB)

Title: PEDICAB SERVICE (MANUAL NO. X1252)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

OTHER SERVICES - MISCELLANEOUS (PET CEMETERY)

Title: PET CEMETERY (MANUAL NO. X1138)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

OTHER SERVICES - MISCELLANEOUS (PET LODGING AND GROOMING)

Title: PET HOTEL AND GROOMING SERVICE (MANUAL NO. X1033)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

OTHER SERVICES - MISCELLANEOUS (PORCELAIN REFINISHING)

Title: PORCELAIN REFINISHING SERVICE (MANUAL NO. X1246)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $34.50US

OTHER SERVICES - MISCELLANEOUS (PRIVATE MAILBOX)

Title: PRIVATE MAILBOX SERVICE (MANUAL NO. X1147)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

OTHER SERVICES - MISCELLANEOUS (SECURITY PATROL)

Title: SECURITY PATROL SERVICE (MANUAL NO. X1159)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

OTHER SERVICES - MISCELLANEOUS (VIDEOTAPING)

Title: VIDEOTAPING SERVICE (MANUAL NO. X1204)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

OTHER SERVICES - PHOTOGRAPHY

Title: CANDID KEYCHAIN PHOTOS (MANUAL NO. X1116)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

Author: CANAVOR/Natalie
Title: SELL YOUR PHOTOGRAPHS - THE COMPLETE MARKETING STRATEGY
FOR THE FREELANCER
Publisher: RAINCOAST BOOK DISTRIBUTION LTD.
Year of publication: 1979
Number of pages: 320
ISBN No.: 0-914842-40-4
Price: $17.95

Author: SHARABURA/Richard
Title: SHOOTING YOUR WAY TO A MILLION - A PHOTOGRAPHER'S
STRATEGY FOR SUCCESS
Publisher: CHATSWORTH STUDIO LTD.
Year of publication: 1983
ISBN No.: 0-442-27963-9
Price: $35.00

OTHER SERVICES - TRAVEL AGENT

Title: TRAVEL AGENCY (MANUAL NO. X1154)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Title: STARTING A TRAVEL AGENCY (ENTREPRENEUR'S HANDBOOK SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 17
Price: $0.00

Author: DE SOUTO/Martha S.
Title: GROUP TRAVEL OPERATIONS MANUAL
Publisher: MERTON HOUSE TRAVEL AND TOURISM PUBLICATIONS INC.
Year of publication: 1984
ISBN No.: 0-916032-20-5
Price: $17.95US

Author: FREMONT/Pamela
Title: HOW TO OPEN AND RUN A MONEY-MAKING TRAVEL AGENCY
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1983
Number of pages: 224
ISBN No.: 0-471-89335-8/1-382
Price: $8.95

Author: STEVENS/Laurence
Title: GUIDE TO STARTING AND OPERATING A SUCCESSFUL TRAVEL AGENCY
Publisher: MERTON HOUSE TRAVEL AND TOURISM PUBLICATIONS INC.
Year of publication: 1984
Number of pages: 432
ISBN No.: 0-916032-21-3
Price: $25.00US

Author: STEVENS/Laurence
Title: GUIDE TO TRAVEL AGENCY SECURITY
Publisher: MERTON HOUSE TRAVEL AND TOURISM PUBLICATIONS INC.
Year of publication: 1982
Number of pages: 36
ISBN No.: 0-916032-15-9
Price: $5.50US

Author: STEVENS/Laurence
Title: THE TRAVEL AGENCY PERSONNEL MANUAL
Publisher: MERTON HOUSE TRAVEL AND TOURISM PUBLICATIONS INC.
Year of publication: 1979
Number of pages: 90
ISBN No.: 0-916032-04-3
Price: $16.95US

Author: VOLIN/Stan
Title: HOW TO BECOME A SPARE TIME TRAVEL AGENT
Publisher: STAN VOLIN
Year of publication: 1982
Number of pages: 40
ISBN No.: 0-9600922-2-6
Price: $3.95US

OTHER SERVICES - WRITER

Title: COMMERCIAL FREELANCE WRITING (MANUAL NO. X1258)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

Author: DRUBOT/Eve AND TENNANT/Hal
Title: WORDS FOR SALE - MORE THAN TWO DOZEN PROFESSIONALS SHOW HOW YOU CAN MAKE MONEY IN THE FAST-GROWING CANADIAN MAGAZINE MARKET
Publisher: MACMILLAN OF CANADA
Year of publication: 1983
ISBN No.: 0-7715-9771-1
Price: $10.95

Author: GOODMAN/Eileen
Title: THE CANADIAN WRITER'S MARKET
Publisher: MCCLELLAND AND STEWART LTD.
Year of publication: 1981
ISBN No.: 0-7710-3384-2
Price: $12.95

Author: NORTH/Suzanne
Title: A WRITER'S GUIDE TO ELECTRONIC MEDIA - A MARKET DIRECTORY
Publisher: SASKATCHEWAN WRITERS GUILD
Year of publication: 1982
ISBN No.: 0-9690387-2-0
Price: $2.00

Author: SARNA/Lazar
Title: AUTHORS AND PUBLISHERS - AGREEMENTS AND LEGAL ASPECTS OF PUBLISHING
Publisher: BUTTERWORTH AND CO. LTD.
Year of publication: 1980
ISBN No.: 0-409-86521-4
Price: $24.95

Author: VAN DUSEN/C. Raymond
Title: SELF PUBLISHING - HOW TO CASH IN ON YOUR WRITING ABILITY NOW
Publisher: ROYAL COURT REPORTS
Year of publication: 1982
ISBN No.: 0-941354-02-4
Price: $3.95US

PERSONAL SERVICES

PERSONAL SERVICES - BARBER/BEAUTY SHOP

Title: FAMILY HAIR SALONS (MANUAL NO. X1170)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Author: PAGUE/Paul
Title: START AND RUN A PROFITABLE BEAUTY SALON - A COMPLETE STEP-BY-STEP BUSINESS PLAN
Publisher: INTERNATIONAL SELF-COUNSEL PRESS
Year of publication: 1983
ISBN No.: 0-88908-568-4
Price: $14.95

PERSONAL SERVICES - DRYCLEANING/LAUNDRY

Title: STARTING A COIN-OPERATED LAUNDRY (ENTREPRENEUR'S HANDBOOKS SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 16
Price: $0.00

PERSONAL SERVICES - HEALTH (NO SMOKING CLINIC)

Title: NO-SMOKING CLINIC (MANUAL NO. X1017)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $55.00US

PERSONAL SERVICES - HEALTH (SUNTANNING CENTER)

Title: SUNTANNING CENTER (MANUAL NO. X1178)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

PERSONAL SERVICES - HEALTH (WEIGHT CONTROL)

Title: WEIGHT CONTROL CLINIC (MANUAL NO. X1080)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

PERSONAL SERVICES - MISCELLANEOUS (CEMETERY)

Title: CEMETERY BUSINESS AND LEGAL GUIDE
Publisher: BOARDMAN CLARK CO. LTD.
ISBN No.: 0-686-89260-7
Price: $95.00US

PERSONAL SERVICES - MISCELLANEOUS (CONTEST PROMOTION)

Title: CONTEST PROMOTING (MANUAL NO. X1030)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

PERSONAL SERVICES - MISCELLANEOUS (DATING SERVICE)

Title: DATING SERVICE (MANUAL NO. X1194)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

PERSONAL SERVICES - MISCELLANEOUS (HANDWRITING ANALYSIS)

Title: COMPUTER HANDWRITING ANALYSIS (MANUAL NO. X1008)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $29.50US

PERSONAL SERVICES - MISCELLANEOUS (ROOMMATE-FINDING)

Title: ROOMMATE-FINDING SERVICE (MANUAL NO. X1130)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

PERSONAL SERVICES - MISCELLANEOUS (SPORTS FORECASTS)

Title: SPORTS-FORECASTING SERVICE (MANUAL NO. X1225)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $75.00US

REAL ESTATE

REAL ESTATE

Title: FLAT-FEE REAL ESTATE COMPANY (MANUAL NO. X11531
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Author: BATES/Dorothy R.
Title: HOW TO RUN A REAL ESTATE OFFICE
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1981
ISBN No.: 0-8359-2970-1
Price: $16.95

Author: BAYLESS/Walter B. JR.
Title: YOU CAN WIN THE REAL ESTATE GAME - A SUCCESSFUL GUIDE TO SALES/LISTINGS/TIME MANAGEMENT
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1979
ISBN No.: 0-8359-9454-6
Price: $12.95US

Author: BERND/Edward I.
Title: BUSINESS OPPORTUNITIES BROKERAGE - STRATEGIES AND TECHNIQUES FOR REAL ESTATE PROFESSIONALS
Publisher: BOBBS-MERRILL CO. INC.
Year of publication: 1983
Number of pages: 169
ISBN No.: 0-13-106724-9
Price: $29.95US

Author: BLOCK/Davida
Title: A GUIDE TO EFFECTIVE REAL ESTATE ADVERTISING
Publisher: MCGRAW-HILL RYERSON LTD.
Year of publication: 1980
Number of pages: 192
ISBN No.: 0-07-005930-6
Price: $19.95

Author: BLOCK/Leonard
Title: PROFITING FROM YOUR REAL ESTATE LICENSE IN GOOD TIMES AND BAD
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1982
ISBN No.: 0-13-729335-6
Price: $6.95

Author: DRAKE/Phyllis E.
Title: HOW TO SUCCEED IN SELLING REAL ESTATE - A GUIDE FOR REAL ESTATE ROOKIES
Publisher: GOLDEN WEST PUBLICATIONS
Year of publication: 1982
Number of pages: 112
ISBN No.: 0-914846-12-4
Price: $3.50US

Author: JOHNSON/Gordon C.
Title: CREATING REAL ESTATE ADVERTISING THAT WORKS
Publisher: ACADEMIC PRESS CANADA
Year of publication: 1981
Number of pages: 275
ISBN No.: 0-68462-392-0

Author: LUMLEY/James L.
Title: HOW TO SELL MORE REAL ESTATE BY USING DIRECT MAIL
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1982
Number of pages: 229
ISBN No.: 0-471-86163-4
Price: $35.50

Author: MCLEAN/Andrew J.
Title: HOW TO MANAGE REAL ESTATE PROFITABLY
Publisher: BEAVERBOOKS
Year of publication: 1982
ISBN No.: 0-8092-5702-5
Price: $5.95

Author: PARKS/Gerald
Title: REAL ESTATE PROFIT POWER - MANAGING YOUR OWN REAL ESTATE OFFICE
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1981
ISBN No.: 0-8359-6595-3
Price: $15.95

REAL ESTATE - APARTMENT

Title: REVIEWING APARTMENT LEASING TECHNIQUES TO IMPROVE PROFITS
Publisher: INSTITUTE OF REAL ESTATE MANAGEMENT
ISBN No.: 0-686-46404-4/892
Price: $7.95US

Title: APARTMENT PREPARATION SERVICE (MANUAL NO. X1236)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $34.50US

Title: HOW TO BE A SUCCESSFUL APARTMENT RENTAL CONSULTANT
Publisher: INSTITUTE OF REAL ESTATE MANAGEMENT
Year of publication: 1981
ISBN No.: 0-686-46398-6/838
Price: $31.50US

Author: SCHWARTZ/Joseph
Title: HOW TO MAKE A SOLID PROFIT IN THE APARTMENT BUSINESS YEAR AFTER YEAR
Publisher: FARNSWORTH PUBLISHING CO. INC.
Year of publication: 1974
ISBN No.: 0-87863-055-4
Price: $8.95US

REAL ESTATE - DEVELOPMENT

Author: KLINK/J.J.
Title: REAL ESTATE ACCOUNTING AND REPORTING - A GUIDE FOR DEVELOPERS/INVESTORS/LENDERS
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1980
Number of pages: 277
ISBN No.: 0-471-06041-0
Price: $49.95

REAL ESTATE - PROPERTY MANAGEMENT

Title: PROPERTY MANAGEMENT (SMALL BUSINESS REPORTER SERIES NO. SBR-124)
Publisher: BANK OF AMERICA
Year of publication: 1977
Number of pages: 16
Price: $3.00US

Author: CUSHMAN/Robert F. AND RODIN/Neal I.
Title: PROPERTY MANAGEMENT HANDBOOK - A PRACTICAL GUIDE TO REAL ESTATE MANAGEMENT
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1984
Number of pages: 360
ISBN No.: 0-471-87503-1
Price: $45.00

Author: FAYERS/Heather and AGNEW/Brynice
Title: LANDLORDING
Publisher: INTERNATIONAL SELF-COUNSEL PRESS
Year of publication: 1983

Author: FEATHERSTONE/Christine A.
Title: BASICS OF HOUSING MANAGEMENT
Publisher: YWCA OF CANADA
Year of publication: 1982
Price: $25.00

REAL ESTATE - PROPERTY MANAGEMENT (SHOPPING CENTRES)

Author: [illegible] Jeannie L. ED.
Title: MANAGING THE SHOPPING CENTRE
Publisher: INSTITUTE OF REAL ESTATE MANAGEMENT
Year of publication: 1983
Number of pages: 456
ISBN No.: 0-911104-00-081
Price: $30.00US

RECREATION/AMUSEMENT SERVICES

RECREATION/AMUSEMENT SERVICES

Author: LINDSAY/Crawford
Title: FUN FUN AND PROFIT - SELF-EMPLOYMENT OPPORTUNITIES IN RECREATION/SPORTS/TRAVEL
Publisher: LIVE OAK PUBLICATIONS
Year of publication: 1984
Number of pages: 177
ISBN No.: 0-911781-01-3
Price: $7.95US

RECREATION/AMUSEMENT SERVICES - ARCADE GAMES

Title: PINBALL AND ELECTRONIC GAME ARCADE (MANUAL NO. X1109)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Author: PERRY/Glenn AND FIORENZA/Joseph
Title: HOW TO START A JUKEBOX AND PINBALL BUSINESS WITH LITTLE OR NO MONEY: PART-TIME/FULL-TIME/ABSENTEE - A GUIDE TO THE ELECTRONIC AMUSEMENT GAME BUSINESS
Publisher: PERRY-OMEGA PUBLISHING INC.
Year of publication: 1985
ISBN No.: 0-960258G-4-7
Price: $22.95US

RECREATION/AMUSEMENT SERVICES - FESTIVALS/EVENTS

Title: PLANNING FESTIVALS AND EVENTS
Publisher: CANADIAN GOVERNMENT OFFICE OF TOURISM
Number of pages: 40

RECREATION/AMUSEMENT SERVICES - FILM-MAKING

Title: HOW TO MAKE A FORTUNE IN TV AND MOVIE PRODUCTIONS (MANUAL NO. X1226)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $55.00US

Title: HOW TO MAKE YOUR OWN VIDEO PROGRAMMES - FOR FAMILY/EDUCATION/BUSINESS USE
Publisher: DAVID AND CHARLES INC.
Year of publication: 1982
Number of pages: 128
ISBN No.: 0-241-10572-2
Price: $19.95US

RECREATION/AMUSEMENT SERVICES - FITNESS

Title: AEROBIC-DANCE STUDIO (MANUAL NO. X1220)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

Title: PHYSICAL-FITNESS CENTRE (MANUAL NO. 1172)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Author: HULL/Linda
Title: HOW TO START AND MANAGE A DANCE FITNESS BUSINESS
Publisher: STRODE PUBLICATIONS
Year of publication: 1984
Number of pages: 102
ISBN No.: 0-87397-272-4

RECREATION/AMUSEMENT SERVICES - GAMES

Title: WAR-AND-SURVIVAL GAMES (MANUAL NO. 1157)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

RECREATION/AMUSEMENT SERVICES - RECORDING STUDIO

Author: EVEREST/F.A.
Title: HOW TO BUILD A SMALL BUDGET RECORDING STUDIO FROM SCRATCH - WITH 12 TESTED DESIGNS
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1979
ISBN No.: 0-8306-1166-5/1166
Price: $9.95

RECREATION/AMUSEMENT SERVICES - ROLLER SKATING/SKATE BOARDING

Title: ROLLER SKATING RINK AND SKATEBOARD PARK (MANUAL NO. 1059)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RECREATION/AMUSEMENT SERVICES - TALENT AGENCY

Author: ELLIOTT/Tom
Title: CLOWNS/CLIENTS/CHAOS - STARTING A HOMETOWN TALENT AGENCY FOR FUN AND PROFIT
Publisher: TEP
Year of publication: 1983
Number of pages: 153
ISBN No.: 0-911759-00-X
Price: $17.95US

RECREATION/AMUSEMENT SERVICES - THEATRE

Author: GREEN/Joann
Title: THE SMALL THEATRE HANDBOOK - A GUIDE TO MANAGEMENT AND PRODUCTION
Publisher: RAINCOAST BOOK DISTRIBUTION LTD.
Year of publication: 1981
ISBN No.: 0-916782-20-4
Price: $8.95

Author: WEHLE/Mary M.
Title: FINANCIAL PRACTICE FOR PERFORMING ARTS COMPANIES - A MANUAL
Publisher: ARTS ADMINISTRATION RESEARCH INSTITUTE
Year of publication: 1977
Number of pages: 163
ISBN No.: 0-915440-05-9
Price: $13.50US

RETAIL

RETAIL

Title: HOW TO MAKE MONEY IN A RETAIL STORE OF YOUR OWN (CANADIAN SMALL BUSINESS SERIES)
Publisher: RETAIL COUNCIL OF CANADA
Price: $11.00

Title: INDEPENDENT STORE POLICY MANUAL
Publisher: RETAIL COUNCIL OF CANADA
Price: $53.00

Title: STRATEGIC RETAIL MARKETING - HOW TO BE A WINNER! A GUIDE TO RETAIL SUCCESS
Publisher: RETAIL COUNCIL OF CANADA
Price: $19.95

Title: RETAILING (MINDING YOUR OWN BUSINESS - VOLUME 2)
Publisher: FEDERAL BUSINESS DEVELOPMENT BANK
Year of publication: 1980
Number of pages: 133

Title: MARKETING CHECKLIST FOR SMALL RETAILERS (MARKETING SERIES NO. 6)
Publisher: SASKATCHEWAN TOURISM AND SMALL BUSINESS
Year of publication: 1984
Number of pages: 7
Price: $0.00

Title: PRICING CHECKLIST FOR SMALL RETAILERS (MARKETING SERIES NO. 7)
Publisher: SASKATCHEWAN TOURISM AND SMALL BUSINESS
Number of pages: 6
Price: $0.00

Title: IMPROVING PERSONAL SELLING IN SMALL RETAIL STORES (MARKETING SERIES NO. 8)
Publisher: SASKATCHEWAN TOURISM AND SMALL BUSINESS
Number of pages: 4
Price: $0.00

Title: ADVERTISING GUIDELINES FOR SMALL RETAIL FIRMS (MARKETING SERIES NO. 9)
Publisher: SASKATCHEWAN TOURISM AND SMALL BUSINESS
Number of pages: 5
Price: $0.00

Title: DIRECT MAIL ADVERTISING AND SELLING FOR RETAILERS
Publisher: NATIONAL RETAIL MERCHANTS ASSOCIATION
ISBN No.: 0-87102-063-7/60-8664
Price: $19.75US

Title: INDEPENDENT RETAILING - A MONEY-MAKING MANUAL
Publisher: NATIONAL RETAIL MERCHANTS ASSOCIATION
ISBN No.: 0-87102-057-2/60-6659
Price: $16.25US

Title: RETAIL STORE PLANNING AND DESIGN MANUAL
Publisher: NATIONAL RETAIL MERCHANTS ASSOCIATION
ISBN No.: 0-87102-117-X/60-5675
Price: $75.00US

Title: HOW TO PROFIT FROM RADIO ADVERTISING
Publisher: NATIONAL RETAIL MERCHANTS ASSOCIATION
ISBN No.: 0-87102-060-2/60-5655
Price: $6.95US

Title: OPERATING A SMALL RETAIL BUSINESS IN ALBERTA
Publisher: ALBERTA TOURISM AND SMALL BUSINESS
Year of publication: 1981
Number of pages: 37

Author: BRANNEN/William H.
Title: PRACTICAL MARKETING FOR YOUR SMALL RETAIL BUSINESS
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1981
ISBN No.: 0-13-692756-4
Price: $7.95

Author: BURSTINGER/Irving
Title: RUN YOUR OWN RETAIL STORE - FROM RAISING THE MONEY TO COUNTING THE PROFITS
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1981
ISBN No.: 0-13-784009-8
Price: $22.95

Author: CANTOR/Myron
Title: OPEN AND OPERATE YOUR OWN SMALL STORE
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1982
ISBN No.: 0-13-637488-3
Price: $7.95

Author: CARTER/R.J.
Title: STORES MANAGEMENT
Publisher: INTERNATIONAL IDEAS INC.
Year of publication: 1982
Number of pages: 250
ISBN No.: 0-7121-1979-5
Price: $14.95US

Author: CASSELL/Dana K.
Title: HOW TO ADVERTISE AND PROMOTE YOUR RETAIL STORE
Publisher: AMACOM
Year of publication: 1983
Number of pages: 224
ISBN No.: 0-8144-5775-4
Price: $25.95US

Author: CULLMAN/Michael M.
Title: START AND RUN A PROFITABLE RETAIL BUSINESS
Publisher: INTERNATIONAL SELF-COUNSEL PRESS
Year of publication: 1981
ISBN No.: 0-88908-570-6
Price: $11.95

Author: GENTILE/Richard AND GENTILE/Anne
Title: RETAILING STRATEGY - HOW TO DO IT!
Publisher: LEBHAR-FRIEDMAN BOOKS
Year of publication: 1978
ISBN No.: 0-86730-505-3
Price: $20.95US

Author: GOLDWASSER/Anita
Title: PLANNING FOR PROFITS - THE RETAILER'S GUIDE TO [illegible]
Publisher: LEBHAR-FRIEDMAN BOOKS
Year of publication: 1981
ISBN No.: 0-86730-531-2
Price: $20.95US

Author: GUBERMAN/Reuben
Title: HANDBOOK OF RETAIL PROMOTION IDEAS
Publisher: ADDISON-WESLEY PUBLISHERS LTD.
Year of publication: 1981
Number of pages: 192
ISBN No.: 0-201-02720-8
Price: $27.50

Author: KNEIDEK A. P.
Title: HOW TO MAKE MONEY IN A RETAIL STORE OF YOUR OWN
Publisher: MACMILLAN OF CANADA
Year of publication: 1978
ISBN No.: 0-7705-1645-7
Price: $7.95

Author: LUSCH/Robert F.
Title: MANAGEMENT OF RETAIL ENTERPRISES
Publisher: WADSWORTH PUBLISHERS OF CANADA LTD.
Year of publication: 1982
Number of pages: 656
ISBN No.: 0-534-01072-5
Price: $29.95

Author: PACKARD/Sidney AND CARMON/Alan J.
Title: START YOUR OWN STORE - MANAGING/MERCHANDISING/EVALUATING
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1982
Number of pages: 272
ISBN No.: 0-13-842948-0
Price: $23.95

Author: Fuller Marion
Title: The Language of Store Planning and Display
Publisher: Fairchild Books and Visuals
Year of publication: 1986
Number of pages: 255
ISBN No.: 0-87005-401-x
Price: $17.50US

Author: FICHERT/L.H. ET AL
Title: RETAILING PRINCIPLES AND PRACTICES
Publisher: MCGRAW-HILL RYERSON LTD.
Year of publication: 1979
ISBN No.: 0-07-077803-5
Price: $23.47

Author: SELTZ/David
Title: HANDBOOK OF RETAIL PROMOTION IDEAS - SURVIVAL KIT FOR THE 80'S
Publisher: FARNSWORTH PUBLISHING CO. INC.
Year of publication: 1984
Number of pages: 220
ISBN No.: 0-87863-220-4
Price: $28.95US

Author: SMART/Albert
Title: PLANNING GUIDE FOR THE BEGINNING RETAILER
Publisher: LEBHAR-FRIEDMAN BOOKS
Year of publication: 1979
ISBN No.: 0-86730-540-1
Price: $6.95US

Author: TOUCHE ROSS & CO.
Title: TOUCHE ROSS GUIDE TO RETAIL MANAGEMENT
Publisher: CHILTON BOOK CO.
Year of publication: 1984
ISBN No.: 0-317-00520-0
Price: $10.95US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: MANAGEMENT AUDIT FOR SMALL RETAILERS (SMALL BUSINESS MANAGEMENT SERIES NO. 31)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.50US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: SMALL STORE PLANNING FOR GROWTH (SMALL BUSINESS MANAGEMENT SERIES NO. 33)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $5.50US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: RETAIL BUYING FUNCTION (BUSINESS BASICS SERIES NO. 1010)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.50US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: INVENTORY MANAGEMENT - WHOLESALE/RETAIL (BUSINESS BASICS SERIES NO. 1011)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.50US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: RETAIL MERCHANDISE MANAGEMENT (BUSINESS BASICS SERIES NO. 1012)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.50US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: SIMPLE BREAKEVEN ANALYSIS FOR SMALL STORES (MANAGEMENT AIDS SERIES NO. MA 1.019)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: BUSINESS PLAN FOR RETAILERS (MANAGEMENT AIDS SERIES NO. MA 2.020)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: USING A TRAFFIC STUDY TO SELECT A RETAIL SITE (MANAGEMENT AIDS SERIES NO. MA 2.021)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: FACTORS IN CONSIDERING A SHOPPING CENTRE LOCATION (MANAGEMENT AIDS SERIES NO. MA 2.017)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: PREVENTING RETAIL THEFT (MANAGEMENT AIDS SERIES NO. MA 3.004)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: MARKETING CHECKLIST FOR SMALL RETAILERS (MANAGEMENT AIDS SERIES NO. MA 4.012)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: A PRICING CHECKLIST FOR SMALL RETAILERS (MANAGEMENT AIDS SERIES NO. MA 4.013)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: IMPROVING PERSONAL SELLING IN SMALL RETAIL STORES (MANAGEMENT AIDS SERIES NO. MA 4.014)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: ADVERTISING GUIDELINES FOR SMALL RETAIL FIRMS (MANAGEMENT AIDS SERIES NO. MA 4.015)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

RETAIL - ANTIQUE

Title: ANTIQUE BUSINESS (MANUAL NO. X10[illegible])
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $39.50US

Author: BARLOW/Ronald S.
Title: HOW TO BE SUCCESSFUL IN THE ANTIQUE BUSINESS (ILLUS)
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1982
Number of pages: 256
ISBN No.: 0-684-17821-4
Price: $6.95

Author: RAWLINGS/Ronald
Title: MAKING AND MANAGING AN ANTIQUE SHOP
Publisher: DAVID AND CHARLES INC.
Year of publication: 1980
ISBN No.: 0-7153-7800-7
Price: $17.95US

Author: SUMMER/Elyse
Title: HOW TO MAKE MONEY IN THE ANTIQUES-AND-COLLECTIBLES BUSINESS
Publisher: THOMAS ALLEN AND SONS LTD.
Year of publication: 1979
ISBN No.: 0-395-27758-2
Price: $10.95

RETAIL - ANTIQUE (PHOTO)

Title: ANTIQUE PHOTO SHOP (MANUAL NO. X10[illegible]7)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - APPAREL

Title: STARTING A RETAIL CLOTHING STORE (ENTREPRENEUR'S HANDBOOK SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 18
Price: $0.00

Title: APPAREL STORES (SMALL BUSINESS REPORTER SERIES NO. SBR-122)
Publisher: BANK OF AMERICA
Year of publication: 1978
Number of pages: 20
Price: $3.00US

Author: GOLD/Annalee
Title: HOW TO SELL FASHION
Publisher: FAIRCHILD BOOKS AND VISUALS
Year of publication: 1978
ISBN No.: 0-87005-201-2
Price: $12.50US

Author: SEGAL/Marvin E.
Title: FROM RAGS TO RICHES - SUCCESS IN APPAREL RETAILING (SMALL BUSINESS SERIES/SELF-TEACHING GUIDE)
Publisher: JOHN WILEY AND SONS CANADA LTD.
Year of publication: 1982
Number of pages: 228
ISBN No.: 0-471-09156-1
Price: $7.95

RETAIL - APPAREL (CHILDREN)

Title: CHILDREN'S APPAREL SHOP (MANUAL NO. X1161)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - APPAREL (CONSIGNMENT USED)

Title: CONSIGNMENT USED CLOTHING STORE (MANUAL NO. X1229)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $34.50US

RETAIL - APPAREL (INTIMATE)

Title: INTIMATE APPAREL SHOP (MANUAL NO. X1152)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - APPAREL (MEN)

Title: MEN'S APPAREL (MANUAL NO. X1199)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

RETAIL - APPAREL (T-SHIRTS)

Title: T-SHIRT SHOP (MANUAL NO. X1043)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

RETAIL - APPAREL (WESTERN)

Title: WESTERN STORE (MANUAL NO. X1206)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - APPAREL (WOMEN)

Title: WOMEN'S APPAREL SHOP (MANUAL NO. X1107)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

RETAIL - ART/CRAFT

Title: HANDCRAFTS COOP GALLERY (MANUAL NO. X1118)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Author: LEWIS/Ralph
Title: MAKING AND MANAGING AN ART AND CRAFT SHOP
Publisher: DAVID AND CHARLES INC.
Year of publication: 1981
Number of pages: 128
ISBN No.: 0-7153-8065-6
Price: $19.95US

Author: NASH-JONES/Tim
Title: MAKING IT - A GUIDE TO SUCCESSFUL CRAFT RETAILING
Publisher: MILL CREEK PUBLICATIONS
Year of publication: 1983
ISBN No.: 0-919699-00-6
Price: $9.95

Author: OSSIN/Archie AND OSSIN/Myrna
Title: HOW TO START AND RUN A PROFITABLE CRAFT BUSINESS
Publisher: OSSI PUBLICATIONS
Year of publication: 1977
ISBN No.: 0-930912-00-4
Price: $7.95US

RETAIL - ART/CRAFT (FRAMING)

Title: DO-IT-YOURSELF FRAMING SHOP (MANUAL NO. X1144)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - AUTOMOBILE PARTS

Title: AUTO-PARTS STORE (MANUAL NO. X1197)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - AUTOMOBILE PARTS (TIRES)

Title: TIRE STORE (MANUAL NO. X1259)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

RETAIL - AUTOMOBILES (CONSIGNMENT)

Title: CONSIGNMENT CAR SALES (MANUAL NO. X1018)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - AUTOMOBILES (NEW/USED)

Author: LANCASTER/Phil A.
Title: MERCHANDISING NEW AND USED CARS
Publisher: NORTHWOOD CAMPUS BOOKSTORE
ISBN No.: 0-87359-030-9
Price: $15.95US

RETAIL - BOOKS

Title: HOW TO START A SUCCESSFUL INTERNATIONAL BOOK ORDER SERVICE
Publisher: ACADEMIC BOOK CLUB
Year of publication: 1979
ISBN No.: 0-920602-01-0
Price: $35.00US

Title: STARTING A BOOKSTORE (ENTREPRENEUR'S HANDBOOKS SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 19
Price: $0.00

Author: AMERICAN BOOKSELLERS ASSOCIATION ED.
Title: HOW TO OPEN AND RUN YOUR OWN BOOKSTORE (REVISED EDITION)
Publisher: GENERAL PUBLISHING
ISBN No.: 0-517-51647-0
Price: $4.95

Author: HYDE, Sidney T. ED.
Title: SELLING THE BOOK - A BOOKSHOP PROMOTION MANUAL
Publisher: SHOE STRING PRESS
Year of publication: 1977
Number of pages: 127
ISBN No.: 0-208157 513-7
Price: $10.50US

RETAIL - BOOKS (USED)

Title: USED BOOKSTORE (MANUAL NO. X1117)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - CAR WASH

Title: CAR WASH (MANUAL NO. X1076)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $55.00US

RETAIL - CHRISTMAS TREES/ORNAMENTS

Title: CHRISTMAS TREE LOT AND ORNAMENT SHOP (MANUAL NO. X1140)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - COMPUTERS

Title: COMPUTER HARDWARE STORE (MANUAL NO. X1084)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

RETAIL - COOKWARE

Title: GOURMET COOKWARE SHOP (MANUAL NO. X1142)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $45.00US

RETAIL - COSMETICS

Title: DO-IT-YOURSELF COSMETIC SHOP (MANUAL NO. X1139)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $39.50US

RETAIL - CYCLE (BICYCLE)

Title: BICYCLE SHOP (MANUAL NO. X1022)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $45.00US

Title: BICYCLE STORES (SMALL BUSINESS REPORTER SERIES NO. SBR-108)
Publisher: BANK OF AMERICA
Year of publication: 1981
Number of pages: 18
Price: $3.00US

RETAIL - CYCLE (MOPED)

Title: MOPED SHOP (MANUAL NO. X1179)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - DIRECT SELLING

Author: BERNSTEIN/Ronald A.
Title: SUCCESSFUL DIRECT SELLING - HOW TO PLAN/LAUNCH/PROMOTE/MAINTAIN A PROFITABLE DIRECT SELLING COMPANY
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1984
Number of pages: 240
ISBN No.: 0-13-860726-5
Price: $21.95

RETAIL - ENERGY SUPPLIES

Title: ONE-STOP ENERGY STORE (MANUAL NO. X1191)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - ENERGY SUPPLIES (SOLAR)

Title: SOLAR SALES AND INSTALLATION SERVICE (MANUAL NO. X1217)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

RETAIL - FABRICS

Title: DISCOUNT FABRIC SHOP (MANUAL NO. X1133)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $39.50US

RETAIL - FLEA MARKETS

Title: FLEA MARKET AND SWAP MEET PROMOTING (MANUAL NO. X1020)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Title: HOW TO FIND BARGAIN PRODUCTS FOR FLEA MARKETS (MANUAL NO. X3360)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $24.50US

Author: HARMON/Charlotte
Title: HOW TO MAKE MONEY SELLING AT FLEA MARKETS AND ANTIQUE FAIRS
Publisher: PILOT BOOKS
Year of publication: 1982
Number of pages: 23
ISBN No.: 0-87576-048-1
Price: $2.50US

RETAIL - FLOWERS/PLANTS

Title: PLANT SHOP (MANUAL NO. X1002)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

Title: FLOWER SHOP (MANUAL NO. X1143)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $39.50US

RETAIL - FOOD (BAKED GOODS)

Title: LO-CAL BAKED GOODS SHOP (MANUAL NO. X1062)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $39.50US

RETAIL - FOOD (CAKE)

Title: HOMEMADE CAKE SHOP (MANUAL NO. X1094)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

RETAIL - FOOD (CANDY/CHOCOLATE)

Title: CANDY AND CHOCOLATE SHOP (MANUAL NO. X1190)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

RETAIL - FOOD (CHEESE/WINE/GOURMET)

Title: CHEESE/WINE/GOURMET FOOD SHOP (MANUAL NO. X1019)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

RETAIL - FOOD (COFFEE/TEA)

Title: COFFEE AND TEA STORE (MANUAL NO. X1202)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - FOOD (CONVENIENCE)

Title: CONVENIENCE FOOD STORE (MANUAL NO. X1173)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Title: STARTING A CONVENIENCE FOOD STORE (ENTREPRENEUR'S HANDBOOK SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 15
Price: $0.00

RETAIL - FOOD (GROCERY)

Author: OTTEN/Catherine
Title: THE CORNER GROCERY STORE
Publisher: TECH DATA PUBLICATIONS
Year of publication: 1980
Number of pages: 148
ISBN No.: 0-937816-02-7
Price: $4.95US

RETAIL - FOOD (HEALTH)

Title: HEALTH FOOD STORE (MANUAL NO. X1125)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $39.50US

Title: VITAMIN-NUTRITION STORE (MANUAL NO. X1169)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - FOOD (SPECIALTY BREAD)

Title: SPECIALTY BREAD SHOP (MANUAL NO. X1158)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $39.50US

RETAIL - FURNISHINGS (CARPETS)

Title: ORIENTAL RUG STORE AND AUCTION (MANUAL NO. X1174)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Title: USED-CARPET STORE (MANUAL NO. X1210)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - FURNISHINGS (CEILING FANS)

Title: ANTIQUE CEILING FAN STORE (MANUAL NO. X1217)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

RETAIL - FURNISHINGS (HOUSEHOLD)

Title: STARTING A HOME FURNISHINGS STORE (ENTREPRENEUR'S HANDBOOK SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 23
Price: $0.00

RETAIL - FURNISHINGS (PAINT AND WALLCOVERING)

Title: PAINT AND WALLCOVERING STORE (MANUAL NO. X1134)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $45.00US

RETAIL - FURNITURE

Title: FURNITURE STORE (MANUAL NO. X1011)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Author: BRUCK/Horace AND PALMER/C.E.
Title: SOLE PROPRIETORSHIP MERCHANDISING BUSINESS PRACTICE SET - SCHIER FURNITURE COMPANY (COLLEGE ACCOUNTING SERIES)
Publisher: MCGRAW-HILL RYERSON LTD.
Year of publication: 1981
Number of pages: 120
ISBN No.: 0-07-008106-9-6
Price: $10.00

RETAIL - FURNITURE (MATTRESSES)

Title: MATTRESS SHOP (MANUAL NO. X1072)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $45.00US

RETAIL - FURNITURE (REFINISHING)

Title: FURNITURE STRIPPING SERVICE (MANUAL NO. X1052)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $39.50US

RETAIL - FURNITURE (WATERBEDS)

Title: WATERBED STORE (MANUAL NO. X1180)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1980
Price: $45.00US

RETAIL - GASOLINE SERVICE

Title: SELF-SERVICE GAS STATION (MANUAL NO. X1068)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Title: STARTING A SERVICE STATION (ENTREPRENEUR'S HANDBOOK SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 19
Price: $0.00

RETAIL - GIFTS

Title: GIFT SHOP/BOUTIQUE (MANUAL NO. X1106)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $39.50US

Title: STARTING A GIFT STORE (ENTREPRENEUR'S HANDBOOK SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 17
Price: $0.00

Title: GIFT STORES (SMALL BUSINESS REPORTER SERIES NO. SBR-106)
Publisher: BANK OF AMERICA
Year of publication: 1980
Number of pages: 20
Price: $3.00US

RETAIL - GIFTS (BOUTIQUE)

Title: NEW WAVE/PUNK BOUTIQUE (MANUAL NO. X1211)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - GIFTS (RELIGIOUS)

Title: RELIGIOUS GIFT SHOP (MANUAL NO. X1214)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - HARDWARE

Title: STARTING A HARDWARE BUSINESS (ENTREPRENEUR'S HANDBOOK SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 25
Price: $0.00

RETAIL - HOBBY

Title: HOBBY SHOP (MANUAL NO. X1132)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - HOME MERCHANDISING

Author: MASSER/Barry
Title: THIRTY-SIX THOUSAND DOLLARS A YEAR IN YOUR OWN HOME MERCHANDISING BUSINESS
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1982
ISBN No.: 0-13-918995-5
Price: $4.95

RETAIL - JEWELRY

Title: COSTUME JEWELRY AND EARRING SHOP (MANUAL NO. X1060)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

RETAIL - MAIL ORDER

Title: MAIL-ORDER BUSINESS (MANUAL NO. X1015)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Author: JOFFE/Gerardo
Title: HOW YOU TOO CAN MAKE AT LEAST ONE MILLION IN THE MAIL ORDER BUSINESS
Publisher: INTERNATIONAL SELF-COUNSEL PRESS
Year of publication: 1983
Number of pages: 370
ISBN No.: 0-88908-575-7
Price: $8.95

RETAIL - MOTOR VEHICLE REPAIR

Title: 30-MINUTE TUNE-UP SHOP (MANUAL NO. X1009)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

Title: DO-IT-YOURSELF AUTO REPAIR SHOP (MANUAL NO. X1035)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Title: MUFFLER SHOP (MANUAL NO. X1044)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Title: AUTO-PAINTING SHOP (MANUAL NO. X1050)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Title: 10-MINUTE OIL-CHANGE SHOP (MANUAL NO. X1054)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

Title: VINYL-REPAIR SERVICE (MANUAL NO. X1077)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $39.50US

Title: AUTOMOBILE DETAILING (MANUAL NO. X1146)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $34.50US

Title: PROPANE-CONVERSION CENTER (MANUAL NO. X1195)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Title: CAR STEREO INSTALLATION (MANUAL NO. X1244)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $39.50US

Author: CROUSE/William H.
Title: AUTOMOTIVE SERVICE BUSINESS - OPERATION AND MANAGEMENT
Publisher: MCGRAW-HILL RYERSON LTD.
Year of publication: 1972
ISBN No.: 0-07-014605-5
Price: $18.95

Author: VON DRASHEK/Thomas S.
Title: HOW TO START YOUR OWN VAN/CUSTOM/PERFORMANCE SHOP
Publisher: PERFORMANCE LISTING
Year of publication: 1984
Number of pages: 100
Price: $11.95US

RETAIL - OTHER (OPTICAL)

Title: OPTICAL SHOP (MANUAL NO. X1203)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - OTHER (PHONES)

Title: PHONE STORE (MANUAL NO. X1171)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - OTHER (PIPES)

Title: PIPE SHOP (MANUAL NO. X1129)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $45.00US

RETAIL - OTHER (SHELLS)

Title: SHELL SHOP (MANUAL NO. X1163)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - OTHER (SPECIALTY)

Author: SOVIK/Nils AND EIKELAND/Hans M.
Title: THE SPECIALTY STORE AND ITS ADVERTISING
Publisher: NATIONAL RETAIL MERCHANTS ASSOCIATION
ISBN No.: 0-87102-056-4/60-6657
Price: $11.50US

RETAIL - OTHER (SUNGLASSES)

Title: SUNGLASSES SHOP (MANUAL NO. X1065)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $29.50US

RETAIL - PETS

Title: PET SHOP (MANUAL NO. X1007)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $39.50US

RETAIL - PETS (AQUARIUM AND FISH)

Title: AQUARIUM AND FISH STORE (MANUAL NO. X1141)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $45.00US

RETAIL - SHOES (SPORTS)

Title: ATHLETIC-SHOE STORE (MANUAL NO. X1005)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

RETAIL - SPORTS

Title: STARTING A SPORTING GOODS STORE (ENTREPRENEUR'S HANDBOOK SERIES)
Publisher: MANITOBA BUSINESS DEVELOPMENT AND TOURISM
Number of pages: 18
Price: $0.00

RETAIL - SPORTS (BACKPACKING EQUIPMENT)

Title: BACKPACKING SHOP (MANUAL NO. X1131)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $45.00US

RETAIL - SPORTS (WINDSURFING EQUIPMENT)

Title: WINDSURFING SALES AND SCHOOL (MANUAL NO. X1109)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1979
Price: $39.50US

RETAIL - STREET VENDING

Title: BEST STREET-VENDING PRODUCTS (MANUAL NO. X1243)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $29.50US

RETAIL - STREET VENDING (BALLOONS)

Title: BALLOON VENDING (MANUAL NO. X1003)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $29.50US

RETAIL - STREET VENDING (FLOWERS)

Title: FLOWER VENDING (MANUAL NO. X1010)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $29.50US

RETAIL - STREET VENDING (GOLD CHAIN)

Title: GOLD-CHAIN VENDING (MANUAL NO. X1248)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

RETAIL - STREET VENDING (HOMEMADE CANDY)

Title: HOMEMADE-CANDY STAND (MANUAL NO. X1070)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $34.50US

RETAIL - STREET VENDING (ICE-CREAM BARS)

Title: HANDMADE ICE-CREAM BAR STAND (MANUAL NO. X1036)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $39.50US

RETAIL - STREET VENDING (POPCORN)

Title: POPCORN VENDING (MANUAL NO. X1025)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $24.50US

RETAIL - STREET VENDING (STUFFED TOY ANIMALS)

Title: STUFFED TOY ANIMAL VENDING (MANUAL NO. X1039)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1980
Price: $29.50US

RETAIL - THRIFT/RESALE

Title: THRIFT STORES AND RESALE SHOPS - SUGGESTIVE IDEAS FOR SPECIALIZED THRIFT STORES
Publisher: CENTER FOR SELF-SUFFICIENCY INC.
Year of publication: 1983
Number of pages: 50
ISBN No.: 0-910811-46-6
Price: $4.95US

RETAIL - VENDING MACHINES

Author: MASON/Billy
Title: MAKING MONEY WITH VENDING MACHINE
Publisher: KELSO MANUFACTURING CO.
ISBN No.: 0-686-22698-4
Price: $5.00US

RETAIL - VIDEO

Title: VIDEO STORE (MANUAL NO. X1167)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1983
Price: $45.00US

Author: LOH/Stan
Title: START AND RUN A PROFITABLE VIDEO STORE
Publisher: INTERNATIONAL SELF-COUNSEL PRESS
Year of publication: 1983
Number of pages: 103
ISBN No.: 0-88908-571-4
Price: $10.95

RETAIL - WATCH (REPAIR)

Title: DIGITAL WATCH REPAIR SERVICE (MANUAL NO. X1095)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Price: $45.00US

SERVICES

SERVICES

Title: OPERATING A SMALL SERVICE BUSINESS IN ALBERTA
Publisher: ALBERTA TOURISM AND SMALL BUSINESS
Year of publication: 1980
Number of pages: 36

Author: BLEUEL/William H. Jr. AND PATTON/Joseph D.
Title: SERVICE MANAGEMENT - PRINCIPLES AND PRACTICES
Publisher: INSTRUMENT SOCIETY OF AMERICA
Year of publication: 1978
Number of pages: 284
ISBN No.: 0-87664-373-X
Price: $26.95US

Author: COLLIER/David A.
Title: MANAGING SERVICE ORGANIZATIONS
Publisher: PRENTICE-HALL CANADA INC.
Year of publication: 1985
ISBN No.: 0-8359-4166-3
Price: $19.95

Author: CUNNINGHAM/Peter
Title: HOW TO AVERAGE ONE THOUSAND A WEEK (OR MORE) IN
SUPER-SUCCESSFUL SERVICE BUSINESS
Publisher: CUNNINGHAM PUBLISHING CO.
Year of publication: 1983
Number of pages: 100
ISBN No.: 0-911659-00-5
Price: $10.00US

Author: SASSER/W. Earl ET AL
Title: MANAGEMENT OF SERVICE OPERATIONS
Publisher: ALLYN AND BACON PUBLISHERS
Year of publication: 1978
ISBN No.: 0-205-06104-4
Price: $36.88US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: MANAGEMENT AUDIT FOR SMALL SERVICE FIRMS (SMALL BUSINESS
MANAGEMENT SERIES NO. 38)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.50US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: ACCOUNTING SERVICES FOR SMALL SERVICE FIRMS (MANAGEMENT
AIDS SERIES NO. MA 1.010)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: BUSINESS PLAN FOR SMALL SERVICE FIRMS (MANAGEMENT AIDS SERIES NO. MA 2.022)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $0.00

SOCIAL SERVICES

SOCIAL SERVICES - DAY CARE

Title: DAY-CARE CENTER (MANUAL NO. X1058)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1982
Price: $45.00US

Author: GLENN/Peggy
Title: DAY CARE PROFITS AT HOME - LARGE FORMAT
Publisher: AAMES-ALLEN PUBLISHING CO.
Year of publication: 1985
ISBN No.: 0-936930-88-8
Price: $14.95US

STORAGE

STORAGE

Title: MINI-STORAGE FACILITY (MANUAL NO. X1042)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $45.00US

TRANSPORTATION

TRANSPORTATION - TRUCKING

Title: CROSS-COUNTRY TRUCKING (Manual No. A1157)
Publisher: AMERICAN ENTREPRENEURS ASSOCIATION
Year of publication: 1981
Price: $34.50US

Author: PRESTON/Paul
Title: INCREASE PROFITS THROUGH MORE EFFECTIVE MOTOR CARRIER SELLING
Publisher: AMERICAN TRUCKING ASSOCIATION
Year of publication: 1983
Number of pages: 231
ISBN No.: 0-88711-043-6
Price: $25.00US

WHOLESALE

WHOLESALE

Title: ORGANIZATION AND MANAGEMENT OF THE WHOLESALER
Publisher: NORTHWOOD CAMPUS BOOKSTORE
ISBN No.: 0-87359-004-X
Price: $17.50US

Author: KRAUSE/William H.
Title: HOW TO GET STARTED AS A MANUFACTURER'S REPRESENTATIVE
Publisher: AMACOM
Year of publication: 1982
ISBN No.: 0-8144-7574-4
Price: $8.95US

Author: U.S. SMALL BUSINESS ADMINISTRATION
Title: INVENTORY MANAGEMENT - WHOLESALE/RETAIL (BUSINESS BASICS SERIES NO. 1011)
Publisher: SUPERINTENDENT OF DOCUMENTS
Price: $4.50US

WHOLESALE TRADE - CHEMICALS

Author: HART/J. Roger
Title: EFFECTIVE CHEMICAL MARKETING/ADVERTISING/PROMOTION - A PRACTICAL GUIDE FOR THE CHEMICAL MARKETING PROFESSIONAL
Publisher: SOUTHAM COMMUNICATIONS LTD.
Year of publication: 1984
Number of pages: 121
ISBN No.: 0-8155-0954-5
Price: $24.00

PUBLISHERS' NAMES AND ADDRESSES

PUBLISHERS' NAMES AND ADDRESSES

AAMES-ALLEN PUBLISHING CO.
924 MAIN STREET
HUNTINGDON BEACH
CALIFORNIA
Zip code: 92648
Telephone: 714-536-4926

ACADEMIC BOOK CLUB
N. 5411 POST STREET
SPOKANE
WASHINGTON
Zip code: 99208
Telephone: 509-325-1435

ACADEMIC PRESS CANADA
55 BARBER GREENE ROAD
DON MILLS
ONTARIO
Postal code: M3C 2A1
Telephone: 416-444-7331

ACCELERATED DEVELOPMENT INC.
3400 KILGORE AVENUE
MUNCIE
INDIANA
Zip code: 47304
Telephone: 317-284-7511

ADDISON-WESLEY PUBLISHERS LTD.
26 PRINCE ANDREW PLACE/P. O. BOX 580
DON MILLS
ONTARIO
Postal code: M3C 2T8
Telephone: 416-447-5101

AHNENE PUBLICATIONS
P. O. BOX 456
MAXVILLE
ONTARIO
Postal code: K0C 1T0

ALBERTA TOURISM AND SMALL BUSINESS
10065 JASPER AVENUE
EDMONTON
ALBERTA
Postal code: T5J 0H4
Telephone: 403-427-3685

ALLYN AND BACON PUBLISHERS
200 STEELCASE ROAD EAST
MARKHAM
ONTARIO
Postal code: L3R 1G2
Telephone: 416-477-3464

AMACOM
135 W. 50TH STREET
NEW YORK
NEW YORK
Zip code: 10020
Telephone: 212-903-8087

AMERICAN CONSULTING ENGINEERS COUNCIL
1015 15TH STREET N. W.
WASHINGTON
DISTRICT OF COLUMBIA
Zip code: 20005

AMERICAN ENTREPRENEURS ASSOCIATION
2311 PONTIUS AVENUE/SUITE H-701
LOS ANGELES
CALIFORNIA
Zip code: 90064
Telephone: 213-477-2996

AMERICAN FORESTRY ASSOCIATION
1319 18TH STREET N. W.
WASHINGTON
DISTRICT OF COLUMBIA
Zip code: 20036
Telephone: 202-467-5810

AMERICAN HOSPITAL ASSOCIATION
211 E. CHICAGO AVENUE
CHICAGO
ILLINOIS
Zip code: 60611
Telephone: 312-440-6800

AMERICAN INSTITUTE OF ARCHITECTS
1735 NEW YORK AVENUE N. W.
WASHINGTON
DISTRICT OF COLUMBIA
Zip code: 20006
Telephone: 202-626-7474

AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS
1211 AVENUE OF THE AMERICAS
NEW YORK
NEW YORK
Zip code: 10036
Telephone: 212-575-6200

AMERICAN TRUCKING ASSOCIATION
1616 P STREET N. W.
WASHINGTON
DISTRICT OF COLUMBIA
Zip code: 20036
Telephone: 202-797-5291

AMTEC
1728 N. LAKE AVENUE/SUITE 108
PASADENA
CALIFORNIA
Zip code: 91104

ARTS ADMINISTRATION RESEARCH INSTITUTE
75 SPARK STREET
CAMBRIDGE
MASSACHUSETTS
Zip code: 02138

ATCOM INC.
2315 BROADWAY
NEW YORK
NEW YORK
Zip code: 10024

ATLANTIC PUBLISHING CO.
P. O. BOX 1197
SILVER SPRINGS
FLORIDA
Zip code: 32688
Telephone: 904-351-0991

AVI PUBLISHING CO. INC.
250 POST ROAD E./P. O. BOX 831
WESTPORT
CONNECTICUT
Zip code: 06881
Telephone: 203-226-0738

BANK OF AMERICA
DEPARTMENT 3401/P. O. BOX 37000
SAN FRANCISCO
CALIFORNIA
Zip code: 94137
Telephone: 415-622-2491

BEAVERBOOKS
195 ALLSTATE PARKWAY
MARKHAM
ONTARIO
Postal code: LCR 4T8
Telephone: 416-477-0030

BENINDA BOOKS
P. O. BOX 9251
CANTON
OHIO
Zip code: 44711

BERKSHIRE TRAVELLER PRESS
PINE STREET
STOCKBRIDGE
MASSACHUSETTS
Zip code: 01262
Telephone: 413-298-3636

BERMONT BOOKS
P. O. BOX 309
GLENELG
MISSOURI
Zip code: 21737
Telephone: 202-737-6437

BOARDMAN CLARK CO. LTD.
435 HUDSON STREET
NEW YORK
NEW YORK
Zip code: 10014
Telephone: 212-929-7500

BOBBS-MERRILL CO. INC.
630 THIRD AVENUE
NEW YORK
NEW YORK
Zip code: 10017
Telephone: 212-697-7050

BOOK CENTER INC.
1140 BEAULAC STREET
MONTREAL
QUEBEC
Postal code: H4R 1R8
Telephone: 514-332-4154

BROOKFIELD PUBLISHING CO.
OLD POST ROAD
VERMONT
VERMONT
Zip code: 05036
Telephone: 802-276-3162

BUSINESS PSYCHOLOGY INTERNATIONAL
P. O. BOX 235-6
BOSTON
MASSACHUSETTS
Zip code: 02159
Telephone: 617-332-3820

BUTTERWORTH AND CO. LTD.
2265 MIDLAND AVENUE
SCARBOROUGH
ONTARIO
Postal code: MAP 4S1
Telephone: 416-292-1421

C. V. MOSBY CO.
11830 WESTLINE INDUSTRIAL DRIVE
ST. LOUIS
MISSOURI
Zip code: 63146
Telephone: 314-872-8370

CANADA MORTGAGE AND HOUSING CORPORATION
111-2ND AVENUE S./SUITE 200
SASKATOON
SASKATCHEWAN
Postal code: S7K 1K6
Telephone: 306-665-4917

CANADIAN GOVERNMENT OFFICE OF TOURISM
235 QUEEN STREET
OTTAWA
ONTARIO
Postal code: K1A 0H6
Telephone: 613-996-4610

CANADIAN LEARNING MATERIALS CENTRE
KILLAM LIBRARY/UNIVERSITY AVENUE
HALIFAX
NOVA SCOTIA
Postal code: B3H 4H8
Telephone: 902-424-3413

CENTER FOR SELF-SUFFICIENCY INC.
DISTRIBUTION SERVICES/P. O. BOX 7234
HOUSTON
TEXAS
Zip code: 77248

CHATSWORTH STUDIO LTD.
76 HAZELTON AVENUE
TORONTO
ONTARIO
Postal code: M5R 2E2
Telephone: 416-961-6521

CHILTON BOOK CO.
SCHOOL LIBRARY SERVICES/CHILTON WAY
RADNOR
PENNSYLVANIA
Zip code: 19089
Telephone: 215-964-4729

CLEANING CONSULTANT SERVICES
1512 WESTERN VE.
SEATTLE
WASHINGTON
Zip code: 98101
Telephone: 206-682-9748

CONTINUING LEGAL EDUCATION SOCIETY OF BRITISH COLUMBIA
200-1148 HORNBY STREET
VANCOUVER
BRITISH COLUMBIA
Postal code: V6Z 2C3
Telephone: 604-669-3544

CORNELL UNIVERSITY/SCHOOL OF HOTEL ADMINISTRATION
327 STATLER HALL
ITHACA
NEW YORK
Zip code: 14853
Telephone: 607-256-5093

CRAIN BOOKS
740 RUSH STREET
CHICAGO
ILLINOIS
Zip code: 60611
Telephone: 312-649-5250

CUNNINGHAM PUBLISHING CO.
701 WASHINGTON/P. O. BOX 1345
BUFFALO
NEW YORK
Zip code: 14205
Telephone: 716-239-5103

DAVID AND CHARLES INC.
P. O. BOX 57
NORTH POMFRET
VERMONT
Zip code: 05053
Telephone: 802-457-1911

EDUCATIONAL INSTITUTE/AMERICAN HOTEL AND MOTEL ASSOCIATION
1407 S. HARRISON ROAD
EAST LANSING
MICHIGAN
Zip code: 48823
Telephone: 517-353-5500

ELSEVIER SCIENCE PUBLISHING CO. INC.
52 VANDERBILT AVENUE
NEW YORK
NEW YORK
Zip code: 10017
Telephone: 212-867-9040

EXPOSITION PRESS INC.
1701 BLANIT ROAD
POMPANO
FLORIDA
Zip code: 33069
Telephone: 303-979-3200

FAIRCHILD BOOKS AND VISUALS
SEVEN E. 12TH STREET
NEW YORK
NEW YORK
Zip code: 10003
Telephone: 212-741-4280

FARNSWORTH PUBLISHING CO. INC.
78 RANDALL AVENUE
ROCKVILLE CENTRE
NEW YORK
Zip code: 11570
Telephone: 516-536-8400

FEDERAL BUSINESS DEVELOPMENT BANK
BANK OF CANADA BUILDING/SUITE 320/2220-12TH AVENUE
REGINA
SASKATCHEWAN
Postal code: S4P 0M8
Telephone: 306-359-6478

FITZHENRY AND WHITESIDE LTD.
195 ALLSTATE PARKWAY
MARKHAM
ONTARIO
Postal code: L3R 4T8
Telephone: 416-477-0322/3

GEE TEE BEE
11901 SUNSET BOULEVARD/NO. 102
LOS ANGELES
CALIFORNIA
Zip code: 90049
Telephone: 213-476-2622

GENERAL PUBLISHING
30 LESMILL ROAD
DON MILLS
ONTARIO
Postal code: M3B 2T6
Telephone: 416-445-3333

GOLDEN WEST PUBLICATIONS
4113 N. LONGVIEW
PHOENIX
ARIZONA
Zip code: 85014
Telephone: 602-265-4392

GRIFFON HOUSE GRAPHICS LTD.
461 KING STREET W.
TORONTO
ONTARIO
Postal code: M5V 1K7
Telephone: 416-596-8800

H P BOOKS
129 BERMONDSEY ROAD
TORONTO
ONTARIO
Postal code: M4A 1X3
Telephone: 416-757-3771

HARWAL PUBLISHING CO.
330 BW STATE STREET
MEDIA
PENNSYLVANIA
Zip code: 19063
Telephone: 215-566-7560

HOLT RINEHART AND WINSTON OF CANADA LTD.
55 HORNER AVENUE
TORONTO
ONTARIO
Postal code: M8Z 4X6
Telephone: 416-255-4491

HOMEFRONT GRAPHICS
P. O. BOX 4114
SANTA BARBARA
CALIFORNIA
Zip code: 93103
Telephone: 805-965-8841

I CAN SEE CLEARLY NOW
P. O. BOX 784
COUPEVILLE
WASHINGTON
Zip code: 98239
Telephone: 206-678-4606

INDUSTRIAL FABRICS ASSOCIATION INTERNATIONAL
345 CEDAR BUILDING/SUITE 450
ST. PAUL
MINNESOTA
Zip code: 55101
Telephone: 612-222-2508

INFOSCAN INC.
P. O. BOX 8007/MAIN POST OFFICE
OTTAWA
ONTARIO
Postal code: K1G 3H6

INSTITUTE FOR ECONOMIC AND FINANCIAL RESEARCH
C/O AMERICAN CLASSICAL COLLEGE PRESS/P. O. BOX 4526
ALBUQUERQUE
NEW MEXICO
Zip code: 87106
Telephone: 505-843-7749

INSTITUTE OF REAL ESTATE MANAGEMENT
430 N. MICHIGAN AVENUE
CHICAGO
ILLINOIS
Telephone: 312-661-1930

INSTITUTE PRESS
2210 WILSHIRE BOULEVARD/SUITE 171
SANTA MONICA
CALIFORNIA
Zip code: 90403
Telephone: 213-828-6541

INSTRUMENT SOCIETY OF AMERICA
67 ALEXANDER DRIVE/P. O. BOX 12277
RESEARCH TRIANGLE PARK
NEW YORK
Zip code: 27709
Telephone: 919-549-8411

INTERMEDIATE TECHNOLOGY DEVELOPMENT GROUP OF NORTH AMERICA
P. O. BOX 337
CROTON-ON-HUDSON
NEW YORK
Zip code: 10520
Telephone: 914-271-6500

INTERNATIONAL IDEAS INC.
1627 SPRUCE STREET
PHILADELPHIA
PENNSYLVANIA
Zip code: 19103
Telephone: 215-546-0392

INTERNATIONAL LABOUR OFFICE
1750 NEW YORK AVENUE/SUITE 311
WASHINGTON
DISTRICT OF COLUMBIA
Zip code: 20006
Telephone: 202-376-2315

INTERNATIONAL SELF-COUNSEL PRESS
306 WEST 25TH STREET
NORTH VANCOUVER
BRITISH COLUMBIA
Postal code: V7N 2G1
Telephone: 604-986-3366

INTERNATIONAL SPECIALIZED BOOK SERVICES
P. O. BOX 1632
BEAVERTON
OREGON
Zip code: 97075
Telephone: 503-292-2606

INTERNATIONAL WEALTH
24 CANTERBURY ROAD
ROCKVILLE CENTRE
NEW YORK
Zip code: 11570
Telephone: 516-766-5850

IRWIN PUBLISHING INC.
180 WEST BEAVER CREEK ROAD
RICHMOND HILL
ONTARIO
Postal code: L4B 1B4
Telephone: 416-731-3838

JLA PUBLICATIONS
50 FOLLEN STREET/SUITE 507
CAMBRIDGE
MASSACHUSETTS
Zip code: 02138

JOHN WILEY AND SONS CANADA LTD.
22 WORCESTER ROAD
REXDALE
ONTARIO
Postal code: M9W 1L1
Telephone: 416-675-3580

KELSO MANUFACTURING CO.
ROUTE 2/P. O. BOX 499
GREENVILLE
MISSISSIPPI
Zip code: 38701

KENDALL-HUNT PUBLISHING CO.
2460 KERPER BOULEVARD
DUBUQUE
IOWA
Zip code: 52001
Telephone: 319-589-2822

LAURIE BUCHANAN
2140 N. IRIS LANE
ESCONDIDO
CALIFORNIA
Zip code: 92026

LAWYERS AND JUDGES PUBLISHING CO.
8950 VILLA LA JOLLA DRIVE/SUITE 1200
LA JOLLA
CALIFORNIA
Zip code: 92037
Telephone: 619-456-2701

LEBHAR-FRIEDMAN BOOKS
425 PARK AVENUE
NEW YORK
NEW YORK
Zip code: 10022
Telephone: 212-371-9400

LIVE OAK PUBLICATIONS
6003 N. 51ST STREET/P. O. BOX 2193
BOULDER
COLORADO
Zip code: 80306

MACMILLAN OF CANADA
146 FRONT STREET W./SUITE 605 .
TORONTO
ONTARIO
Postal code: M5J 1G5
Telephone: 416-293-8141

MANITOBA BUSINESS DEVELOPMENT AND TOURISM
155 CARLTON STREET
WINNIPEG
MANITOBA
Postal code: R3C 3H8
Telephone: 204-945-2456

MARCEL DEKKER INC.
270 MADISON AVENUE
NEW YORK
NEW YORK
Zip code: 10016
Telephone: 212-696-9000

MBM BOOKS
P. O. BX 1087
VALLEY CENTRE
CALIFORNIA
Zip code: 92082
Telephone: 619-749-2380

MCCLELLAND AND STEWART LTD.
25 HOLLINGER ROAD
TORONTO
ONTARIO
Postal code: M4B 3G2
Telephone: 416-751-9345/6/7

MCGRAW-HILL RYERSON LTD.
330 PROGRESS AVENUE
SCARBOROUGH
ONTARIO
Postal code: M1P 2Z5
Telephone: 416-293-5503

MCLEOD PUBLISHING
30 LESMILL ROAD
DON MILLS
ONTARIO
Postal code: M3B 2T6
Telephone: 416-445-3333

MERTON HOUSE TRAVEL AND TOURISM PUBLICATIONS INC.
2100 MANCHESTER ROAD/SUITE 507
WHEATON
ILLINOIS
Zip code: 60187
Telephone: 312-668-7410

MILL CREEK PUBLICATIONS
P. O. BOX 404
LAKESIDE
ARIZONA
Zip code: 85929

MILLER FREEMAN PUBLICATIONS INC.
500 HOWARD STREET
SAN FRANCISCO
CALIFORNIA
Zip code: 94105
Telephone: 415-397-1881

NATIONAL ASSOCIATION OF HOME BUILDERS
15TH AND M STREET N. W.
WASHINGTON
DISTRICT OF COLUMBIA
Zip code: 20005
Telephone: 800-368-5242

NATIONAL LEAGUE FOR NURSING
10 COLUMBUS CIRCLE
NEW YORK
NEW YORK
Zip code: 10019
Telephone: 212-582-1022

NATIONAL RETAIL MERCHANTS ASSOCIATION
100 W. 31ST STREET
NEW YORK
NEW YORK
Zip code: 10001
Telephone: 212-244-8780

NORTHWOOD CAMPUS BOOKSTORE
3225 COOK STREET
MIDLAND
MICHIGAN
Zip code: 48640
Telephone: 517-631-1600

OSSI PUBLICATIONS
P. O. BOX 141
FERN PARK
FLORIDA
Zip code: 32730
Telephone: 305-862-2392

PENDRAGON HOUSE LTD.
2133 ROYAL WINDSOR DRIVE
MISSISSAUGA
ONTARIO
Postal code: L5J 1K5
Telephone: 416-823-7102

PERFORMANCE LISTING
613 NOTABENE DRIVE
ALEXANDRIA
VIRGINIA
Zip code: 22305
Telephone: 703-548-5597

PERGAMON PRESS CANADA
150 CONSUMERS ROAD/SUITE 104
WILLOWDALE
ONTARIO
Postal code: M2J 1P9
Telephone: 416-497-8337

PERRY-OMEGA PUBLISHING INC.
P. O. BOX 27097
ESCONDIDO
CALIFORNIA
Zip code: 92027

PILOT BOOKS
103 COOPER STREET
BABYLON
NEW YORK
Zip code: 11702
Telephone: 516-422-2225

PRACTISING LAW INSTITUTE
810 SEVENTH AVENUE
NEW YORK
NEW YORK
Zip code: 10019
Telephone: 212-765-5700

PRENTICE-HALL CANADA INC.
1870 BIRCHMOUNT ROAD
SCARBOROUGH
ONTARIO
Postal code: M1P 2J7
Telephone: 416-293-3621

R. R. BOWKER CO.
205 E. 42ND STREET
NEW YORK
NEW YORK
Zip code: 10017
Telephone: 212-916-1600

RADIO CITY BOOK STORE
324 W. 47TH STREET
NEW YORK
NEW YORK
Zip code: 10036
Telephone: 212-245-5754

RAINCOAST BOOK DISTRIBUTION LTD.
15 W. 6TH AVENUE
VANCOUVER
BRITISH COLUMBIA
Postal code: V5Y 1K2
Telephone: 604-873-6581

RETAIL COUNCIL OF CANADA
PUBLICATIONS DEPARTMENT/214 KING STREET W./SUITE 212
TORONTO
ONTARIO
Postal code: M5H 1k4
Telephone: 416-598-4684

ROBERT E. KRIEGER PUBLISHING CO. INC.
P. O. BOX 9542
MELBOURNE
FLORIDA
Telephone: 305-724-9542

ROYAL COURT REPORTS
3720 N. E. 28 TERRACE
OCALA
FLORIDA
Zip code: 32670

SASKATCHEWAN TOURISM AND SMALL BUSINESS
BUSINESS LIBRARY/2103 11TH AVENUE
REGINA
SASKATCHEWAN
Postal code: S4P 3V7
Telephone: 306-566-9552

SASKATCHEWAN WRITERS GUILD
1861 SCARTH STREET/SUITE 1
REGINA
SASKATCHEWAN
Postal code: S4P 2G9
Telephone: 306-522-4415

SAUNDERS OF TORONTO LTD.
250 STEELCASE ROAD E.
MARKHAM
ONTARIO
Postal code: L3R 2S3
Telephone: 416-475-9126

SECRETARIAL PUBLICATIONS
P. O. BOX 672
SANTA BARBARA
CALIFORNIA
Zip code: 93102
Telephone: 805-682-5706

SEVEN ARTS PRESS INC.
6253 HOLLYWOOD BOULEVARD/NO. 1100
HOLLYWOOD
CALIFORNIA
Zip code: 90028
Telephone: 213-469-1095

SHOE STRING PRESS
P. O. BOX 4327/995 SHERMAN AVENUE
HAMDEN
CONNECTICUT
Zip code: 06514
Telephone: 203-248-6307

SIGNS OF THE TIMES PUBLISHING CO.
407 GILBERT AVENUE
CINCINNATI
OHIO
Zip code: 45202
Telephone: 513-421-2050

SK PUBLICATIONS
7149 NATALIE BOULEVARD
NORTHFIELD CENTRE
OHIO
Zip code: 44067

SOUTHAM COMMUNICATIONS LTD.
1450 DON MILLS ROAD
DON MILLS
ONTARIO
Postal code: M3B 2X7
Telephone: 416-445-6641

STAN VOLIN
19 STENEN STREET
PLAINVIEW
NEW YORK
Zip code: 11803
Telephone: 516-681-6040

STARBURST PUBLISHING INTERNATIONAL
PLACE BONAVENTURE/P. O. BOX 1383
MONTREAL
QUEBEC
Postal code: H5A 1H3

STATE MUTUAL BOOK AND PERIODICAL SERVICE LTD.
521 FIFTH AVENUE/17TH FLOOR
NEW YORK
NEW YORK
Zip code: 10017
Telephone: 212-682-5844

STRODE PUBLICATIONS
720 CHURCH STREET N. W.
HUNTSVILLE
ALABAMA
Zip code: 35801
Telephone: 205-539-2187

SUPERINTENDENT OF DOCUMENTS
U. S. GOVERNMENT PRINTING OFFICE
WASHINGTON
DISTRICT OF COLUMBIA
Zip code: 20402
Telephone: 202-783-3238

TECH DATA PUBLICATIONS
6324 W. FOND DU LAC AVENUE
MILWAUKEE
WISCONSIN
Zip code: 53218

TEP
44-A JOY STREET/SUITE 8
BOSTON
MASSACHUSETTS
Zip code: 02114
Telephone: 617-227-7277

THE HIGHWAY BOOK SHOP
COBALT
ONTARIO
Postal code: P0J 1C0
Telephone: 705-679-8375

THOMAS ALLEN AND SONS LTD.
250 STEELCASE ROAD E.
MARKHAM
ONTARIO
Postal code: L3R 2S3
Telephone: 416-475-9126

THREE L PRESS
170 NORTH STREET
SAN FRANCISCO
CALIFORNIA
Zip code: 94103

TPW PUBLISHING CO.
2483 OLD MIDDLEFIELD WAY/NO. 130
MOUNTAIN VIEW
CALIFORNIA
Zip code: 94043
Telephone: 415-961-7648

WADSWORTH PUBLISHERS OF CANADA LTD.
400 ESNA PARK DRIVE
MARKHAM
ONTARIO
Postal code: L3R 1H5
Telephone: 416-475-2090

YWCA OF CANADA
571 JARVIS STREET
TORONTO
ONTARIO
Postal code: M4Y 2J1
Telephone: 416-469-4520

INDEX

- A -

Accommodation 2
Accommodation Food & Beverage Services. 6-7
Accounting 10-11
Advertising 11
Amusement Services 62
Antique Photo Retail 71
Antiques Retail 71
Apartment Real Estate 59-60
Apparel Retail 71-72
Aquarium and Fish Retail 85
Arcade Games 62
Architect 11-12
Artist 48
Art Retail 73
Auto Parking 51
Automobile Consignment Retail 74
Automobile Parts Retail 74
Automobile Rental 49
Automobile Repair 82
Automobile Retail 74
Awning Custom Products Manufacturers .. 41

- B -

Backpacking Equipment Retail 85
Baked Goods Retail..... 77
Bakery 41
Balloons Street Vending 85
Banking 28
Barber 56
Bartender Trade School 27
Battery Reconditioning 42
Beauty Shop 56
Beverage Services 9
Bicycle Retail 76
Book Publishing 44
Book Retail 74-75
Bread Specialty Retail 79
Broker 28
Building Contractor 25
Building Services 49
Business Broker 12

- C -

Cake Retail 77
Campground 2
Candy Retail 77, 86
Car Wash 75
Carpet Cleaning 38
Carpets Retail 79
Catering 29-30

Ceiling Fans Retail 79
Cemetery 56
Cheese Retail 78
Chemicals Wholesale 93
Children's Apparel 72
Chimney Sweep 49
Chocolate Retail 77
Christmas Ornaments and Trees Retail... 75
Clipping Service 12
Clubs 47
Coffee/Tea Retail 78
Coffee Shop 30
Coffee Shop (Hospital) 31
Coin Laundry 38, 56
Coin - Operated TVs 12
Collection Agency 12
Computer Services 13
Computers 75
Consignment Used Apparel 72
Construction 24-25
Consultant 13-15
Contest Promotion 57
Convenience Food 78
Cookie Shop..... 31
Cookware Retail 75
Cosmetics Retail..... 75
Coupon Mailer Service 16
Craft Manufacture 42
Craft Retail 73
Curb Painting 51

- D -

Dating Service 57
Day Care 90
Dentists 37
Design 16
Development (Real Estate) 60
Direct Selling 76
Directory Publishing 44
Donut Shop 31
Dry Cleaning Shop 38
Duplicating Service 16

- E -

Educational Services 27
Employment Agency 16
Energy Supplies Retail 76
Energy-Loss Prevention 52
Engineering 17-18
Equipment Leasing/Rental 50, 51
Events 62
Export 39

- F -

Fabrics Retail 76
Fast Food 31
Festivals 62
Film-Making 62
Firewood 36
Fitness 62-63
Flea Market 77
Flower Street Vending 86
Flower Retail 77
Food Retail 78
Food Services 29
Forestry 36
Framing 73
Frozen Yogurt Shop 31
Frysticks Shop 31
Furnishings Retail 79
Furniture Retail 79
Furniture Rental 49

- G -

Games 63
Gasoline Service 80
Gifts Retail 80-81
Gourmet Retail 78
Grocery Retail 78

- H -

Handwriting Analysis 57
Hardware Retail 81
Health Services 37, 56
Health Food Retail 78
Hobby Retail 81
Home Health Agencies 37
Home Merchandising 81
Home Tutoring 27
Homemade Candy Retail 86
Hot Dog/Hamburger 31
Hot Tub Manufacture 42
Hot Tub Leasing 51
Hotel 2-6
House Cleaning 38
House Painting 49
Household Furnishings Retail 79

- I -

Ice Cream Shop..... 31
Ice Cream Bars Street Vending 86
Import 39

Information 18
Insulation Contractor 26
Intimate Apparel Retail 72

- J -

Janitorial Services 18
Jewelry Retail 81

- K -

Kitchen Cabinets Facelifting 49

- L -

Laundry Coin Operated 38, 56
Law 18-19
Lawn-Care 50
Lead Bullet Manufacture 43
Letter Shop 19
License Plate Engraving 52
Limousine Service 19
Liquidator 19
Locksmith 50

- M -

Maid Service 38
Mail Order 81-82
Manufacturing 40-41
Marine Textiles Manufacture 46
Marketing 20
Mattresses Retail 80
Medical Practice 37
Mexican Dinner Restaurant 34
Moped Retail 76
Motel 2-6
Motor Vehicle Repair 82-83
Men's Apparel Retail 72

- N -

Newsletter Publishing 44-45
Newspapers 45
No Smoking Clinic 56

- O -

Omelette Restaurant 35
Optical Retail 84
Other Services 48

- P -

Paint Retail 79
Pasta Fast Food 32
Paper Recycling 43
Parking Lot Maintenance 20
Pay TV 52
Pedicab 52
Pet Cemetery 52
Pet Lodging and Grooming 52
Pet Retail 84
Phone Retail 84
Photo Processing 43
Photocopy Services 16
Photography 53
Pipe Retail 84
Pizzeria 32
Plant Retail 43, 77
Plastics Recycling 43
Popcorn 86
Porcelain Refinishing 52
Printing 16, 43
Private Mailbox 53
Property Management 60
Publishing 44
PVC Furniture Manufacture 45

- R -

Racquetball Club 47
Real Estate 58-59
Recording Studio 63
Records 45
Recreation Services 62
Refinishing Furniture 80
Refinishing Porcelain 52
Religious Gifts 81
Rent-A-Plant 20
Rental Information Publishing 45
Residential Building Contractor 26
Resort 6
Restaurant 32-34
Retail 65-70
Roller Skates Rental 51
Roller Skating Business 63
Roommate Finding 57
Rug Manufacture 45

- S -

Safe-Deposit Box Rental Centre 28
Sailboats Rental 51
Salad Only Restaurant 35
Sandwiches Restaurant 32, 35

Sawmill 46
Secretarial Services 20-22
Security Patrol Services 53
Seminar Presentation Business 27
Services 48, 88-89
Shells Retail 84
Shopping Centre Management 61
Sign Shop 22
Skateboarding Business 63
Solar Energy Supplies 76
Soup Kitchen Restaurant 35
Specialty Retail Store 84
Sports 85
Sports Forecasts 57
Sport Shoes Retail 85
Stained Glass Window Manufacture 46
Storage 91
Street Vending 85
Stuffed Potato Restaurant 35
Stuffed Toy Animals Street Vending 86
Sunglasses Retail 84
Suntanning Center 56
Surface Cleaning 22

- T -

T-Shirt 72
Table D'Hote Restaurant 35
Table Manufacture 46
Take-Out Restaurant 35
Talent Agency 63
Tax Service 23
Teacher's Agency 27
Telephone Answering Service 23
Tennis Club 47
Theatre 63-64
Thrift Resale Store 86
Tires Retail 74
Tools Leasing 51
Travel Agency 53-54
Trucking 92

- V -

Vending Machines 87
Veterinary Services 8
Video Retail 87
Videocassettes Rental 51
Videotaping 53

- W -

Waitress Trade School 27
Wallcovering Retail 79

Wallpapering Service 50
Watch Repair 87
Waterbed Retail 80
Weight Control Clinic 56
Western Apparel Retail 73
Wholesale 93
Window Washing 38, 50
Windsurfing Equipment Retail 85
Women's Apparel Retail 73
Woodlot 36
Worm Farming 8
Writer 54-55

POOR
QUALITY
ORIGINAL